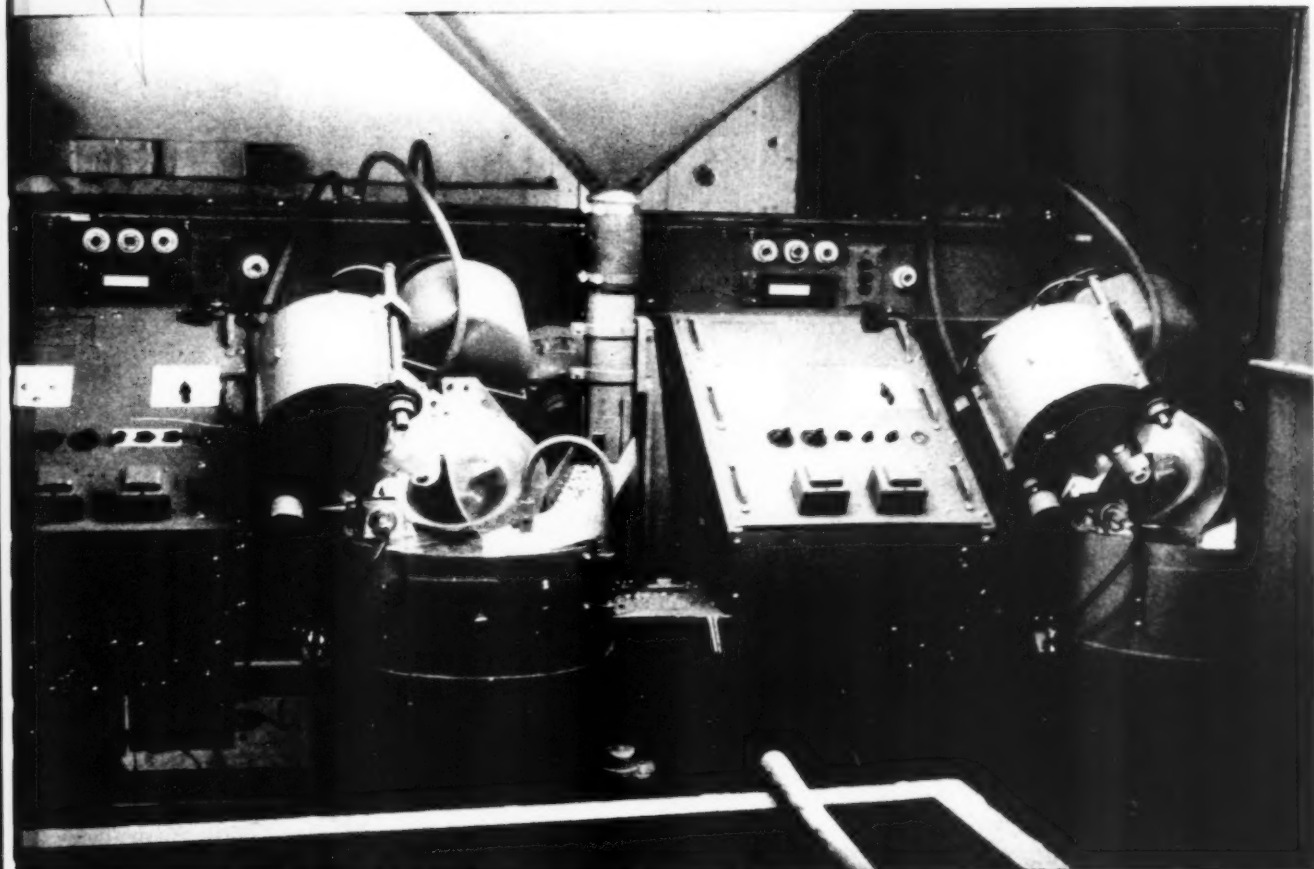




UNOLOGY DEPT.



**SEPTEMBER  
1955**

**Pearson Modernizes Nut Processing  
Chocolate Shell or Chocolate Coating?**

SPOTLIGHT ON THE FAVORITE

# VANILLA SPECIALTIES

Vanilla, still America's favorite taste-treat, is once more fixed in the D&O spotlight! From our Flavor Laboratories, three new VANILLA SPECIALTIES make their bow, and take their places in our extensive and popular line of Vanilla Products.

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*Micronilla Vanrich 3X* . . . powdered vanilla beans ground by means of special equipment to microscopic particles and containing various aromatics to enhance odor and taste. \$1.25 per lb.

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*Our 156th year of service*

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... will be sent to any candy manufacturer upon request as a convincing demonstration of the delicious flavor quality of these outstanding FRITZSCHE specialties. The candy assortment includes a wonderfully true Concord type of grape, a very popular wild cherry

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We'll say no more... just write for these hard candy samples and then judge the flavors for yourself.

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# The Manufacturing Confectioner

with INTERNATIONAL CONFECTIONER

Vol. XXXV

No. 9

September 1955

Edited and Published in Chicago

The Candy Manufacturing Center of the World



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COVER: Pearson Candy Company has modernized its peanut processing system with the addition of these automatic sorting machines. See the full story on page 29.

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## The Sweet and The Sour

While we have had some discussion in this country about inadequate wholesaler and retail margins, it has been strictly on individual basis, at conventions and meetings, with a lot of talk and not much action. Not so in England, where a discussion of margins has reached the level of group and association "official action", statements of officials and agreements. The newspapers of that country have covered these discussions well, to the enlightenment of the general public.

The nub of the problem is the English way of setting prices and margins by group action, a practice that the anti-trust elements in this country frown upon severely. Not only do the manufacturers gather to agree on a retail price for their products, (enforced by printing it on all of their items, or their cartons), but also effectively set the wholesales and retailers margins. The basis of this organized activity is the association set up during the war to set quotas and prices for rationing. This trade cooperation activity worked so well that it was kept active since the war to keep the trade "organized and stable for its own good".

Apparently there are several groups of chocolatiers and confectioners, though the only one in the limelight as of now is known as the Chocolate "A" Group. This group is also known as "The Big Five", and comprise the major chocolate manufacturers Cadbury, Fry, Rowntree, Nestle and Terry.

**candy- it's good!**



**candy with CLINTON  
-it's better!**

Just ordinary candy — anybody can make. But the best candymakers know that really *fine* candy . . . candy with lip-smackin' taste and "give-me-more" texture . . . must have top quality ingredients . . . like Clinton's corn syrup.

Clinton corn syrup prevents crystallization, controls body, texture or chewiness and extends shelf life.

From gum drops to candy canes and from jelly beans to bon bons, Clinton products from corn — syrups, starches and dextrose — will give your products what it takes to make them — not just good — but best!



... and remember : technical service in connection  
: with your specific problems is  
: available upon request

**Quality products**

FROM THE WORLD'S CORN CENTER



**CLINTON FOODS INC.**  
Corn Processing Division  
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The beginnings of the present story appear to start in April, 1954, when the "A" group introduced revised distributor's margins. The new rates provided, on an average, a total margin equal to just over 19% of the consumer price. These margins seemed to have been taken in stride by the trade, without public complaint.

However, in January, 1955, the N.U.R.C. (National Union of Retail Confectioners) announced at a meeting of the Confectionery Joint Standing Committee (apparently composed of representatives from manufacturer's, Wholesaler's and Retailer's organizations) that they would press for expanded margins. The crisis came the following month, when the distributing organizations applied to "A" group for increased margins, one percent for the wholesaler and 2.3 percent for the retailer. The proposals were turned down by "A" group, and the matter rested there for the next few months, although there was quite a bit of correspondence and discussion of the subject.

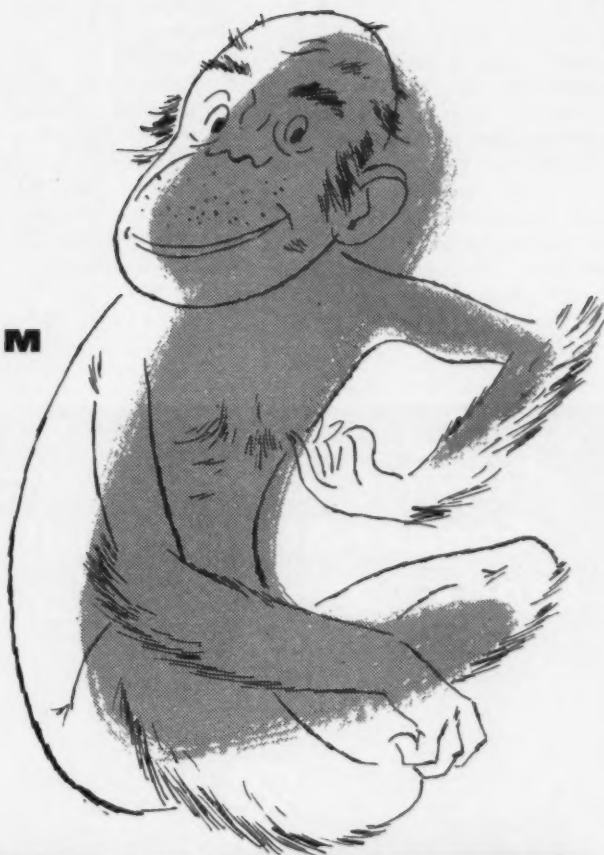
The British Federation of Wholesale Confectioners met on June 15th, with the delegates in a bit of an angry mood. They proceeded to resolve that members of that group would not purchase any products of Cadbury's during the month of July, Cadbury being the logical choice because of its dominant position in the English chocolate industry. Meanwhile, members of the N.U.R.C. had advised its members not to display or encourage public purchase of products of "A" group. All window and counter displays of products of "A" group are to be taken down, and their products to be placed under the counter, with every attempt made to divert consumer purchases to other lines which offer a better margin of profit.

There is concerted action!

It is interesting to note the reasons given by Cadburys for not acceding to the distributor's demands for larger margins. They pointed out that, although a rise in operating costs was admitted, manufacturers "take the view that these are more than offset by increased turnover in volume and money since the end of rationing. In distribution, the volume of business handled is more important than the percentage of profit".



**STARTING FROM  
SCRATCH  
WITH YOUR  
WRAPPERS?**



Revolutionary changes in merchandising call for equally important changes in the design of candy bar wraps. It may be better to "start from scratch" than to try to adapt an old idea. Whatever your problem, call for expert advice from Daniels packaging engineers. Daniels has long and valuable experience in the flexible packaging field.

Rhineland Glassine, made to our specifications in many forms, will give you the ultimate in candy protection.

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creators · designers  
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*there is a Daniels product to fit your needs*

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for September, 1955

Page 7

**T**he New York Cocoa Exchange, Inc., on October 1, 1955, will have completed 30 years of performing a vital economic function for the producers, importers, manufacturers and all segments of the cocoa industry as well as the consuming public.

With monopolistic sellers controlling a majority of the United States requirements, the New York Cocoa Exchange remains, today, the citadel of free cocoa trade throughout the world.

Prior to the inception of the Exchange on October 1, 1925, the cocoa business, then without organized trading facilities, had suffered a severe period of economic stress during the merchandise panic of 1921. The tragic and costly lessons of the "panic" made it apparent to all those engaged in the cocoa business that an organized trading center was needed, something along the lines of the New York Cotton Exchange or the Chicago Board of Trade, where, even during the worst of the

"panic" a broad market and a continuous flow of goods existed and hedging on futures contracts was possible with some assurance of safety to the trade.

A small group of cocoa men, which eventually numbered twenty-nine, met during the intervening years of 1921-1925, to provide a futures market for cocoa. The resultant cocoa futures contract created with the opening of the Exchange in October, 1925, has served as a lasting tribute to the foresight of its founders—written 30 years ago—it still stands as originally written.

It has withstood the terrific stress and strain of two world wars, the Korean War, as well as the ever present trade difficulties in the form of a single selling monopoly of African cocoa, without need of changes to meet the many varying conditions to which it has been subjected. The members of the Exchange, which now numbers 183, cite with pardonable pride the fact that the Exchange has always been open for trading, even through—the sooner to be forgotten the better—price control days. Its trial by fire over the course of years has been constant and it has only served to emphasize that the contract is fair and equitable to both buyers and sellers.

With the opening of the Exchange a broad and continuous market was created where there is always a ready market for the purchase or sale of substantial quantities of contracts, thus making cocoa a more liquid commodity of commerce and therefore more desirable as collateral, and supplying a reliable source of current and futures values throughout the world. By far the most important and chief economic benefit has been that of providing the facilities of hedging or "price insurance" operations by those who market and process the world's cocoa crops.

The broadening use of the Exchange for hedging operations is the final proof of its value to the trade. Merchants who do not use it have found it increasingly difficult or impossible to compete with those who do. Memberships in the Exchange now includes all of the leading manufacturers who use its facilities extensively for hedging purposes. Producing countries are likewise well represented.



WRITE FOR DISPLAY BROCHURE OF BOX STYLES AND PRICES

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PAPER BOX CORPORATION

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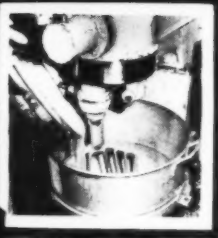
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**one  
sure way  
to  
quality...**

**USE**

**BEST FOODS OILS**



You're always sure to arrive at quality in caramels and kisses, taffy, nougats and other "chewy" candies when you use Best Foods vegetable oils.

Leading manufacturers favor:

**FILBISK**—a hydrogenated coconut oil with a 110-degree melting point.

**S-70-XX HARD BUTTER**—exclusive, patented, pure white, neutral tasting, homogeneous oils that cannot separate; uniform in quality, with sharper melting point than ordinary hard butters; available with any of several melting points.

Any Best Foods vegetable oil can serve you better, and the Best Foods Laboratories will be glad to show you how. Take the fastest and best way out of your production dilemmas . . . call on Best Foods today.

**THE  
BEST FOODS  
INC.**

**YOU DO BETTER WITH BEST FOODS**

**NEW YORK • CHICAGO • DALLAS • SAN FRANCISCO**



# doodlings

by tom sullivan

THE TROUBLE WITH OUR INDUSTRY, said the young sales promotion man, is that it's run by too many old fogies.

"Mind you," he added, "with all the business it can take care of, with never-better prospects than right now, and with a need for expansion in all directions obvious even to me, they just stand pat."

"Who?"

"The old fogies," the S.P.M. replied.

When we asked for an idea of the cost of what he considered adequate expansion, the young and upcoming fellow who, we should tell you, was just fresh out of college, said it would entail millions, MILLIONS.

"Whose millions," we asked.

After a moment's pause, he answered: "Okay, the old fogies."

WE HAVE IT from L. R. Whitaker, by way of a bulletin issued by the Arthur D. Little Company, that "any profession or business that has no room for radical changes and improvements is dead."

We don't happen to know Mr. Whitaker but we can tell him of one profession—not the oldest—that has remained practically unchanged for nearly 20 centuries and is still very much alive.

SPEAKING OF THINGS radical, we came across a horse of that name recently at New Jersey's Monmouth Park. He was the favorite, too, but with a monicker like that we just couldn't sail for him. So we put our two bucks on Hooley to show.

Radical won, paid \$10.80. Running third, Hooley paid the same price and thus saved our oriental countenance.

WHILE ON THE SUBJECT of horse racing, can you name another industry that can boast of a more abundant supply of technologists than the Sport of Kings? Nor one where the technologists, including perfect strangers, are as willing to slip you the right dope if you will but lend an ear.

GETTING CLOSER to home. This doodle was to have had to do with some very pertinent remarks made by De Met's Herbert Knechtel to candy technologists assembled at the last NCA convention. But somebody burgled our doodlings folder so we'll have to ask Herb for a re-run.

NOT THAT ANYBODY really gives a hoot, but since this happens to involve a sop to our ego, we can't let it pass.

A friend out of the long ago dropped in on us the other day. We recognized him immediately as Igor



Shildkraut, but we were wrong. "Not Igor and not Shildkraut, he whispered pleasantly. The name is Fabian Carruthers; the business, literary agent. My card."

Learning that we were in virtual retirement, Igor, we mean, Fabian suggested that now was the time to get to those book-writing chores we used to talk about 30 or more years ago. It was not too late, he assured us, and then offered his services for the usual fee.

As far as it went, this was okay with us, but we remarked that if he thought we still had what it takes, perhaps he could come up with a subject.

"Just take as your two principal characters a 'stuffed shirt' and his 'private eye' and trace . . ."

Then Fabian, we mean Igor, no we *do* mean Fabian followed by tracing the machinations, all legal, of course, of the two suggested characters until we stopped him with a counter suggestion:

"Say, Ig . . . er, Fabe, you go ahead and write and publish that one and we'll sell it to every member of Tammany Hall and affiliated wigwams.

TAMMANY HALL? That reminds us that the idea of lining up the membership of that eleemysonary organization in a promotion of this kind didn't originate with us.

A fellow named Irving "Kay" who used to import Russian confections long before our favorite Sunday magazine supplement adopted the Ruskie as its pet subject, offered to book every Tammanyite in New York as a subscriber to *International Confectioner* in exchange for a plug in the mag.

Now how democratic can you get?

TO REVERT to our friend, Igor, er Fabian Carruthers, literary agent.

"Now, Mr. Simon, or is it Mr. Schuster, we have to knock out some doodlings for Stanley Allured. Got any ideas?"

He looked at us in amazement. "Got any ideas? How the ——— do you think a fellow in this game could live without ideas?"

"Don't argue," we pleaded, just shoot."

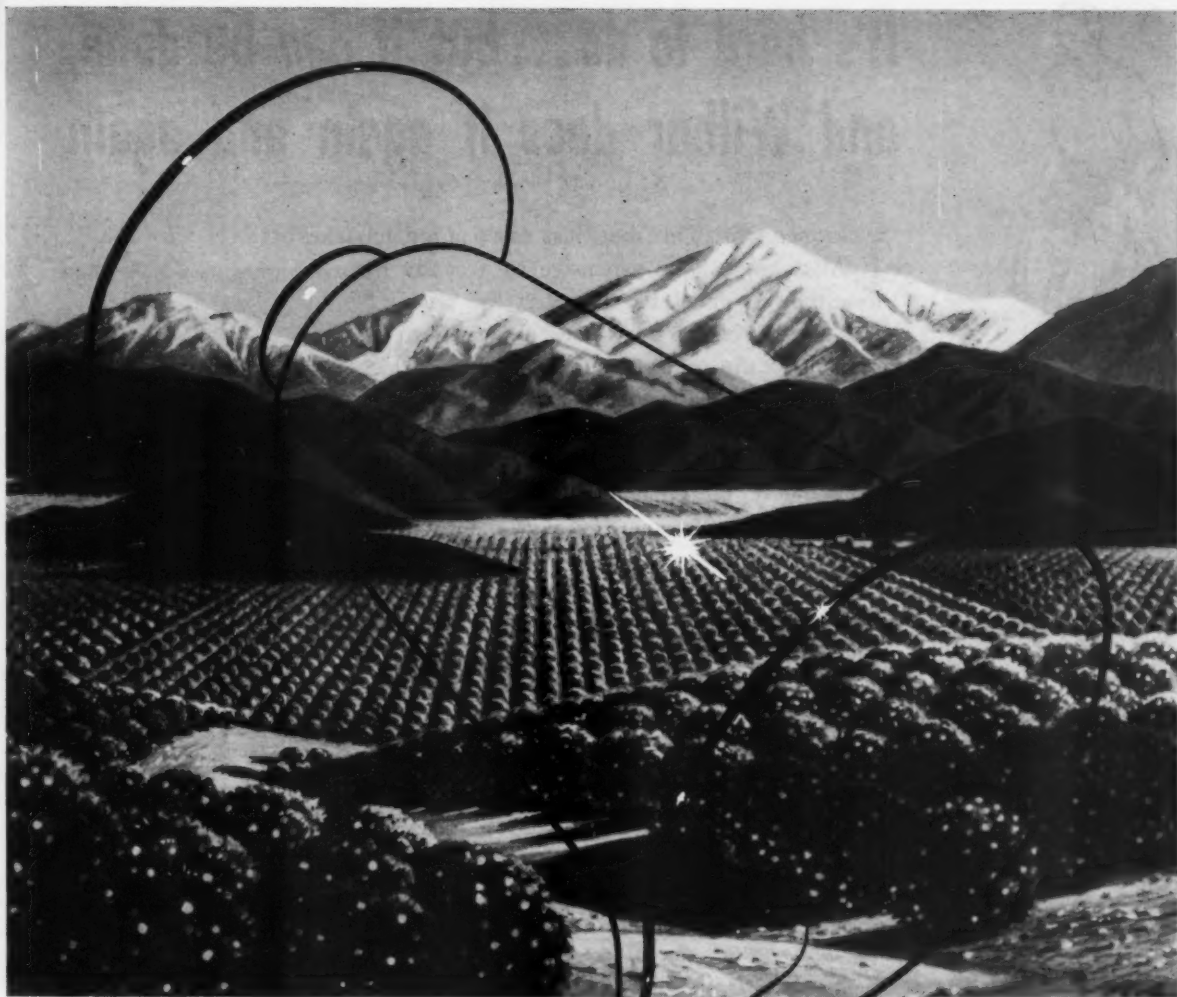
Credit the following to Fabian Carruthers (nee Igor Shildkraut) and our own dictaphone.

THE PRACTICED PIRATE is often given to expostulating on the improprieties of his competitors.

THE MAN MHO is "ready to go" should.

LIKE NERO, Montmorency fiddled and faddled until the fondant fudged.

THIS, WE THOUGHT, was enough from Igor Carruthers, we mean Fabian Shildkraut. Pardon, Fabian Carruthers, literary agent, and you may think it enough from us too. If the Allureds don't can us forthwith, we'll be back next month with or without the assistance of, er, Fabian (Igor Shildkraut) Carruthers.



## Oranges are not all alike...

There are as many different varieties of oranges as there are apples. They differ in physical appearance, juice character, peel flavor and in the many constituents which make up the component parts of the fruit. Many oranges that may be comparable in some characteristics may differ widely in others and, in some respects, one may be three or four times as potent as the other.

That is why Exchange Brand California Oil of Orange is the standard the world over for orange flavor excellence. You not only get the benefit of Exchange experience, technical skills and vast fruit resources, but Exchange Brand Oil of Orange is made only from California oranges with peel oil that is far richer in flavor

strength and more intense in the aromatic constituents which are universally accepted as true orange flavor.

The cost of flavor is so small, why risk the quality of your product for penny economy? Protect its valuable reputation with the consistent quality and distinctive California feature of Exchange Brand Oil of Orange.



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DODGE & OLCOTT, INC., 180 Varick St., New York 14, N. Y. • FRITZSCHE BROTHERS, INC., 76 Ninth Ave., New York 11, N.Y.





It's hard to do...but it *can* be done,  
and Wilbur does it again and again

**J**UST one slip! This man just *can't* afford mistakes! Mistakes can be expensive to a candy manufacturer, too. He must be sure that the *viscosity* of the chocolate coating he buys is exactly uniform from one shipment to the next so that his candies will have the same even chocolate coating month in, month out—year in, year out. That's why so many candy manufacturers have turned to fine Wilbur Chocolate Coatings. They know Wilbur's highly developed system of "quality control" insures the same *viscosity*—month after month.



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- 2** Uniform Strength
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smooth texture (never grainy)  
and improved spreadability





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of  
Fine Chocolate  
and  
Cocoa*

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The Jolly Rancher, a fairly new firm in the wholesale fancy candies manufacturing business, has the confidence that seems to be lacking from many of the older firms in this line. They have not only built a modern plant, but have a sound, planned expansion program for the future. Our hats off to a firm with enough faith in the future of the candy business to plan boldly.

## How the Jolly Rancher is Planning for the Future

**C**onfidence in fine candies.

That, in brief, is the corporate philosophy of Jolly Ranchers, Inc., Wheatridge (Colo.) candy makers. It's also an accurate reflection of the thinking of its president, W. D. Harmsen, a former pilot and traveling salesman who was backed by circumstances into his present enviable position.

As he surveyed the converted barn that was his whole plant in 1951, Harmsen (universally known as "Bill") knew that there could be no competing with chain stores on a price basis. Premium candy at a premium price was the best approach for the fledgling company. And he was positive that this policy would someday result in a successful and enduring business.

Today, thanks to quality products and good merchandising, his belief has been rewarded. Over 100,000 pounds of candy, in the form of three dozen different products, goes out each month to distributors from the Mississippi to Hawaii. Harmsen himself admits he could sell twice as much candy—if he could only make it!

What does Jolly Rancher make that's so good? Quite a diversified line. Hard candies include Ranch-O-Pop suckers, Smoke Stix, Butt'r Stix, Fire Stix (car-

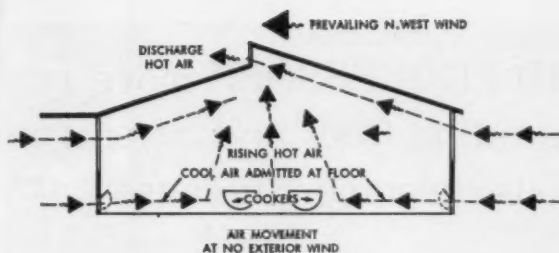
amel with a cinnamon kicker, sort of a sweet-tooth boilermaker), Fire Stix Kisses, Salt Water Taffy, and Rainbows (crystal cuts). The complete line of chocolates comes with hand-rolled cream centers, nougats, caramels, cherry cordials, nuts, and crunches. There is also fudge, pecan logs, and peanut brittles as well as a complete line of summer boxed candies.

All are made from finest ingredients, with a seemingly careless disregard for cost. But Bill Harmsen's faith in the power of quality has proved this practice to be a resoundingly wise one. Today the four-year-old organization provides jobs for 30 people and grosses \$300,000 a year.

Such success is never accidental. Behind it lies the sort of thinking that caused Harmsen to set up a five-year expansion plan that will eventually give Jolly Rancher an efficient, and sizeable, candy plant. It will be done one building at a time; and as each building is added it will fit effectively into the existing layout without disrupting current operations. In this unique candy town there will not only be manufacturing and shipping, but an attractive retail outlet with ample parking for the public. Special displays and the novelty of seeing candy being made will be a part of the interesting arrangements offered visitors.







It was in 1953 that Bill Harmsen began to turn the wheels on his five-year plan. He contacted Orrie Holmen, a young and enterprising architect with considerable experience in designing industrial plants. Holmen's assignment: to draw up a plan that would readily be adaptable to the needs for expanding the Jolly Rancher factory as additional space was needed. The result: a concise and practical blueprint for the future, providing for all phases of the operation from receiving through processing to an ultramodern retail store on the premises.

The master plan was ready none too soon. The original building was a converted barn on a ten-acre ranch near Denver, two stories high and about 61 feet square. It was here that all candy was made, packed, and prepared for shipping. As success began to creep up on Jolly Rancher, a small 15 by 35 foot kitchen was added across the back of this structure. At the same time three rooms in the barn were re-converted for modern methods of chocolate dipping and packing. This facelifting included air conditioning.

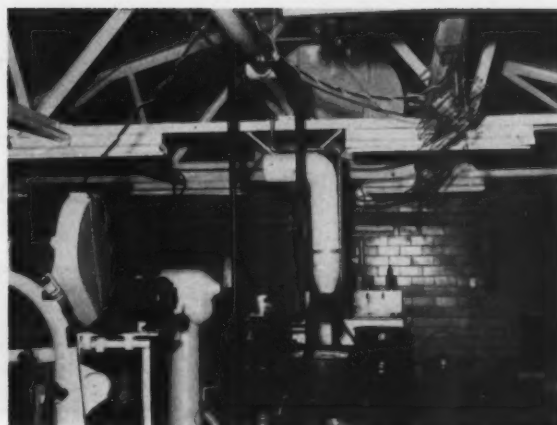
#### Key to bottom drawing



#### Key to top drawing



- |                              |   |
|------------------------------|---|
| 1 ELEC. DUCT DISTRIBUTION    | 1 SUPPLY STORAGE                                  |
| 2 WATER MAIN                 | 2 NEW KITCHEN                                     |
| 3 GAS MAIN                   | 3 PROCESSING                                      |
| 4 SYRUP PIPING               | 4 PROCESSING                                      |
| 5 SCALES                     | 5 CHOCOLATE DIPPING                               |
| 6 SCULLERY SINK              | 7 CHOCOLATE PACKING                               |
| 7 ELEC. RANGE                | 8 SHIPPING  |
| 8 MARBLETOP TABLE            | 9 FUTURE PACKING & SHIPPING                       |
| 9 CREAM BEATER               | 10 FUTURE SUPPLY                                  |
| 10 MARBLE SLAB               | 11 FUTURE KITCHEN                                 |
| 11 FRIEND MACHINE            | 12 FUTURE STORE                                   |
| 12 NUGGET CUTTER             | 13 FUTURE PROCESSING                              |
| 13 CHOCOLATE MELTING MACHINE | 14 BATCH WARMER                                   |
| 14 REFRIGERATOR              | 15 KISS MACHINE                                   |
| 15 CARMEL CUTTER             | 16 FIRE STICK MACHINE                             |
| 16 FIRE MIXER                | 17 40' REFRIGERATED COOLING TUNNEL AT CEILING     |
| 17 COOKING FURNACE           | 18 RACINE MODEL E-P-SUCKER MACHINE                |
| 18 WATER COOLED STEEL SLABS  | 19 REFRIGERATED COOLING TUNNEL-ELEVATOR 2ND FLOOR |
| 19 DEEP WELL                 | 20 STAINLESS STEEL SORTING TABLE                  |
| 20 FLOOR DRAINS              | 21 HUDSON-SHARPE-CAMPBELL WRAPPER                 |
|                              | 22 OUTDOOR KITCHEN                                |
|                              | 23 OUTDOOR PATIO                                  |
|                              | 24 SWIMMING POOL                                  |
|                              | 25 OFFICE   |
|                              | 26 RESIDENCE                                      |



Overhead electrical, water and gas lines are easily accessible and allow more floor space for equipment. Ease of floor cleaning because of this type of installation is also an important factor. Syrup storage tank can be seen at top back, and its three outlets are shown, one of which is in center foreground.

Just recently, pressure of mounting orders brought about the second and far bolder addition: a new kitchen, 38 by 42 feet, incorporating all the latest features for convenience and safety in working conditions. This addition has just about doubled production capacity, which will make it possible for Jolly Rancher candies to meet demands from extended territories to the Pacific Coast and the Midwest.

The new kitchen is built entirely of steel, concrete, brick, and tile. Butting against the rear of the barn, it also ties in with the receiving shed. Its huge, smooth concrete slab floor is impregnated with finely ground carborundum grits, which prevent slipping when the floor is wet. All the walls are of vitreous ceramic glazed tile, one of the easiest-to-clean materials known. Windows are of the steel casement type and are completely screened. The south wall of the new kitchen is virtually all windows. These admit an abundance of sunshine as well as afford a beautiful view of the Rocky Mountains as they stretch south towards Colorado Springs and Pikes Peak.

The truss roof is made of steel channels insulated with several layers of roofing compound and a top coating of gravel. Inside, it's enameled white. Monitor windows run the entire length of the building along the center of the ceiling. These open to the south and are a natural escape vent for the hot air rising from the cooking vats directly beneath them.

The roof does much more than keep out the weather; it also serves as a carrier for utilities. One unique job is supporting the specially constructed steel tank that holds 20,000 pounds of corn syrup. Its filler pipe runs outside where it is easily accessible to the tank truck that delivers the syrup. (In the early days a barrel of dextrose lasted three months!) A glass gauge shows the amount in the tank at all times. The tank's interior is painted with a special coating that is not harmful to food, and a complete filtered ventilation system keeps moisture out of the syrup to prevent souring.

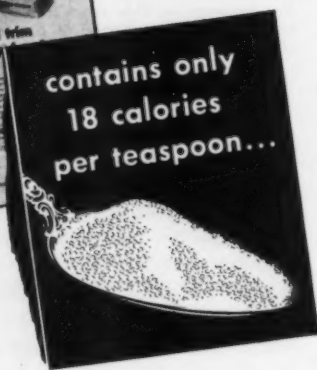
The warm air of the room which naturally rises to the ceiling is also exhausted past the tank by a



is helping FOOD PROCESSORS move more sugar-containing foods and beverages into the homes of diet-conscious consumers because...



is telling all America about *low-calorie, high-energy* Domino Sugars!



Now in its third year, Domino's hard-hitting consumer advertising campaign features full-page, full-color ads in LIFE Magazine plus large ads in more than 300 leading local newspapers. All ads stress the theme: "It's smart to stay slim and trim and get Domino's 'Energy Lift' too!"

New REDUCING DIET MENU BOOKLET, telling the safe, sure way to lose weight without losing pep or giving up sugar, is offered FREE in every Domino ad. It's Domino's effort to put sugar—and sugar-containing foods and beverages—back in reducing diets, *where they belong!*

**Domino** offers you every type of sugar... and expert advice on how to use it!



You can save yourself time and money by calling or writing us for all your sugar requirements. We can supply you with all types and grades of pure cane sugar, both dry and liquid. In addition, our staff of specialists will be glad to

give you competent, confidential advice on the use of Domino Sugar in any process, formula or recipe you now are using or may be contemplating. There's no cost or obligation for this service. Contact us for complete details.

Manufacturers' Service Division

**The American Sugar Refining Company**

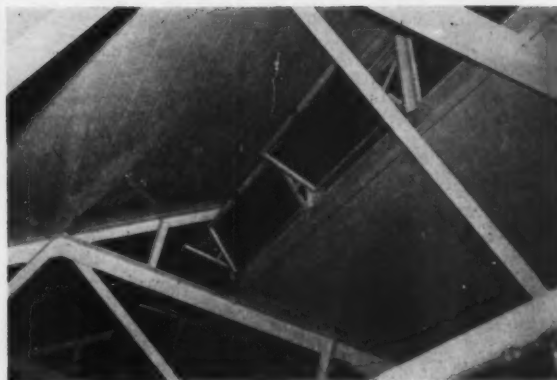
120 Wall Street, New York 5, N.Y.

Refineries Located at:

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An interior view of a section of the new Jolly Rancher candy plant addition in Wheatridge, Colorado. This new ultra modern kitchen offers fine working conditions, plus efficient, functional operation that is more than doubling the company's production.



Ceiling transom windows that run entire length of building in center of roof. They are ventilators for the rising hot air from the cooking furnaces below. The ceiling is enameled white for ease of cleaning.

special fan. This tends to keep the syrup at a temperature warm enough to allow it to flow freely. Three outlet pipes lead to positions over weighing scales where syrup is withdrawn into cooking kettles and weighed. These pipes are wound on the outside with electrical heating elements which in turn are covered with asbestos shielding. Only during cold weather are the heaters needed—but then they're invaluable.

Water, gas, and electric lines all run overhead to avoid cluttering up essential floor space. There are 110 and 220 volt electric channel outlets every four feet across the ceiling, used chiefly for plugging in fans and cooking furnace blowers. There are also waterproof electric outlets all around the walls four feet above floor level. Fluorescent fixtures are used throughout, placed so that the entire layout is well and evenly lighted.

The three-inch overhead gas line is supplied with convenient outlets for all the furnaces and batch warmers. Water pipes, both inlet and drain for the cooling slabs, also run overhead. Two large stainless steel sinks for cleanup work are installed for maximum convenience, one at one side and the other at one end of the kitchen.

Candy production, much of which is still by hand, is carried on in the new kitchen in a highly efficient manner. This is largely due to good equipment located correctly for minimum handling of the candy during manufacture. Equipment includes Package Machinery Model K kiss machines, Hudson-Sharp bar wrappers, and Speed Wrap machines for boxed candy. Sucker machines are Racine Model EP. The candy cutters are special models built to Jolly Rancher specifications.

Hard candies and chocolates are made in separate departments. However, in process they are so channeled that both types eventually end up in one central packing department. This proven method of successful and economical operation will be followed in later additions.

In his rare moments of rest, Bill Harmsen can well ponder the twists of fate that have led him to his present status as an up-and-coming candy tycoon. Like many stories, his has a woman back of it.

It was in May, 1949, that Bill got a telephone call from his wife (he was in Cheyenne at the time, selling a new kind of wall safe). "I've just rented a store in Golden and made a down payment on an ice cream machine," Dorothy said. "We're in business. Come on home."

"Store! Ice cream!" Bill screamed. "What did you use for money?"

"I mortgaged the farm," Dorothy said calmly.

So Bill went home. They made a lot of mistakes at first. But soon they were marketing ice cream in 33 different flavors, and already looking around for a line to supplement the business when the slack winter season rolled around.

Candy seemed a perfect sideline—just something to fill in. Today the tail wags the dog, and the budding ice cream baron finds himself up to his neck in candy production.

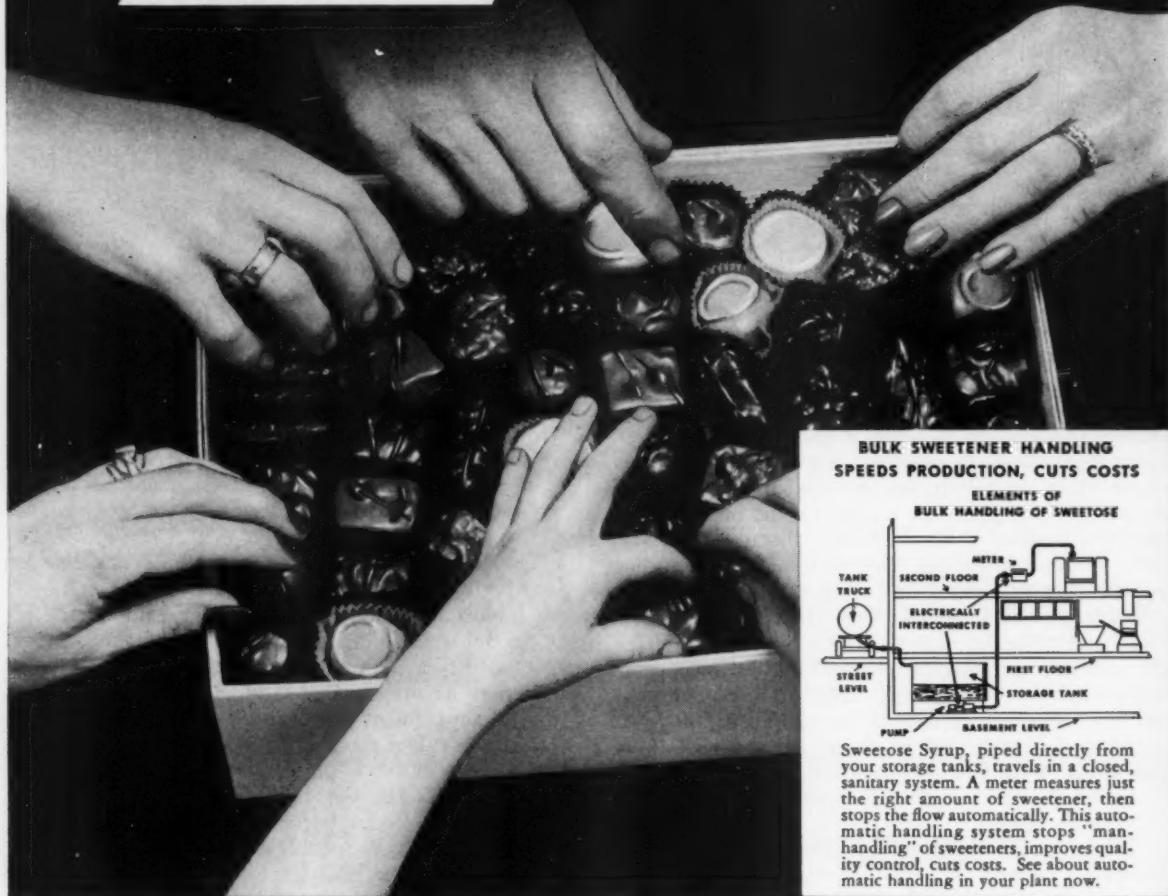
Despite success, Bill has remained very much his old self. The problems are on a bigger scale than they were when he was a salesman, but he approaches them in the same way—from the human side. Take, for example, employee relations. At Jolly Rancher they're like the candy: the best. Already a part of the physical plant are parking facilities, a patio with a barbecue, and restful lounge chairs where workers can eat lunch while enjoying the magnificent vista of the Rockies. These facilities will be expanded as the need grows. Still to come is the swimming pool, which is already marked on the blueprint.

But beyond the Wheatridge factory, what of the future? Obviously, a merchandising setup that spans the country; a greater share of the candy market; possibly even more varieties of candy. And above all, a better product. They're always striving for that at Jolly Rancher.

Lately there has been talk about a new Jolly Rancher factory in Puerto Rico. It would give the firm definite advantages in supplying the East Coast and the South. Harmsen himself recently returned from a business trip to the island where he had been gathering all the information needed to make this big decision. They called him "Bill" in Puerto Rico, too.

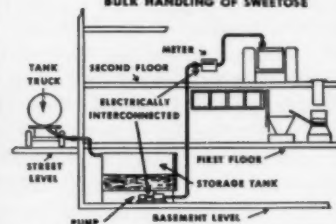


# Staley's® BETTER PRODUCTS FOR BETTER CANDY



## BULK SWEETENER HANDLING SPEEDS PRODUCTION, CUTS COSTS

### ELEMENTS OF BULK HANDLING OF SWEETOSE



Sweetose Syrup, piped directly from your storage tanks, travels in a closed, sanitary system. A meter measures just the right amount of sweetener, then stops the flow automatically. This automatic handling system stops "man-handling" of sweeteners, improves quality control, cuts costs. See about automatic handling in your plant now.

## More hands reach for candy made with Sweetose

*Sweetose syrup helps make better tasting, better looking candy that stays fresher longer*

Candy packed with *buy appeal*! That's the kind you make with Sweetose, Staley's enzyme-converted corn syrup. Sweetose, high in sugar, low in dextrin content, is refined to add the qualities you desire to your candies . . . better taste, better appearance, better texture, with just-right moisture retention for candy that *stays* tender and fresh. Light bodied Sweetose is easier to handle, cooks quickly, and whips up faster . . . adds pure *goodness* to your confections. Yet with all these advantages, Sweetose is so economical to use. See your Staley representative now, or write today for more information.

# Sweetose®

SYRUP

A. E. Staley Manufacturing Company, Decatur, Illinois



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Regular, Intermediate Corn Syrups  
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in chocolate today  
...as always**



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**Through the years, consistently fine quality chocolate coatings**

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# Helpful Books for Candy Plant Executives

## Choice Confections

by *Walter Richmond*

This new book contains 365 formulas for making two batch sizes, one for hand work and one for machine work. There are instructions for each batch, with suggestions as to the methods of coloring and flavoring for variety. A glossary is included, both of candy and chemical terms. All of the formulas are cross indexed, and a complete chapter is presented on chocolate.

## How to Salvage Scrap Candy

by *Wesley H. Childs*

This booklet is a complete revision of the author's work "Modern Methods of Candy Scrap Recovery" published in 1943. A considerable amount of information has been collected since that time on methods and techniques of salvaging scrap candy. This booklet covers all types of candy, and gives many practical and economical ways of converting scrap candy into a useful form for re-use.

## A Textbook on Candy Making

by *Alfred E. Leighton*

Here is a textbook where the reader can learn the basic fundamentals of candy making, the "how" and "why" of the various operations in non-technical terms. Particular attention is given to the function of raw materials, and why each is included in a formula.

## The Candy Buyers' Directory The Directory of Candy Brokers

1955 Edition

The Candy Buyers' Directory is an alphabetical and classified directory of wholesale candy manufacturers giving information on what type of candy is made by each firm, and in some cases the type of packaging used. The Directory of Candy Brokers is a geographical listing of over 600 candy brokers giving the accounts that they handle, the territory covered and the number of salesmen. This directory should be on the desk of every salesmanager as a reference guide. The information contained in these directories is not available in any other published material.

☐ How to Salvage Scrap Candy  
\$2.00

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☐ A Textbook on Candy Making  
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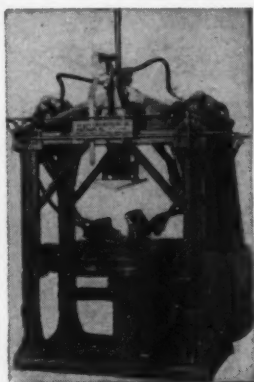
September, 1955

# *Candy Equipment*

## PREVIEW



### New—Two Cost-Cutting Production Tools for the Modest Sized Candy Manufacturer!



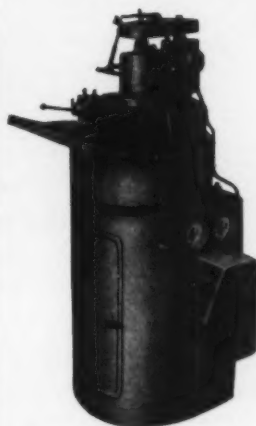
**The Berks  
Special Hard  
Candy Mixer**  
50-75 lb batches.  
Same appearance.  
Same  
performance.

This new size Berks Batch Mixer has the same kneading action so successfully employed in standard models.

Uniformly incorporates color, flavor and acid.

Saves labor, floor space.

Up to 10% scrap may be included.



**Rasch TR-2  
Chocolate  
Tempering  
Machine**  
90 to 440  
pounds per hour

Ideally suited for hand-dippers, hand stringers, hollow moulders, enrobers and that out-of-the-way department.

Positive tempering — your chocolate is sub-cooled and brought up to working temperature.

Completely automatic and self-contained including motor and variable drive, instruments and water pump.

**Minimum of floor space  
Simple installation  
Other sizes**

300 to 1100 lbs. per hour, 550 to 2200 lbs. per hour, 1000 to 4000 lbs. per hour.

**Representative**

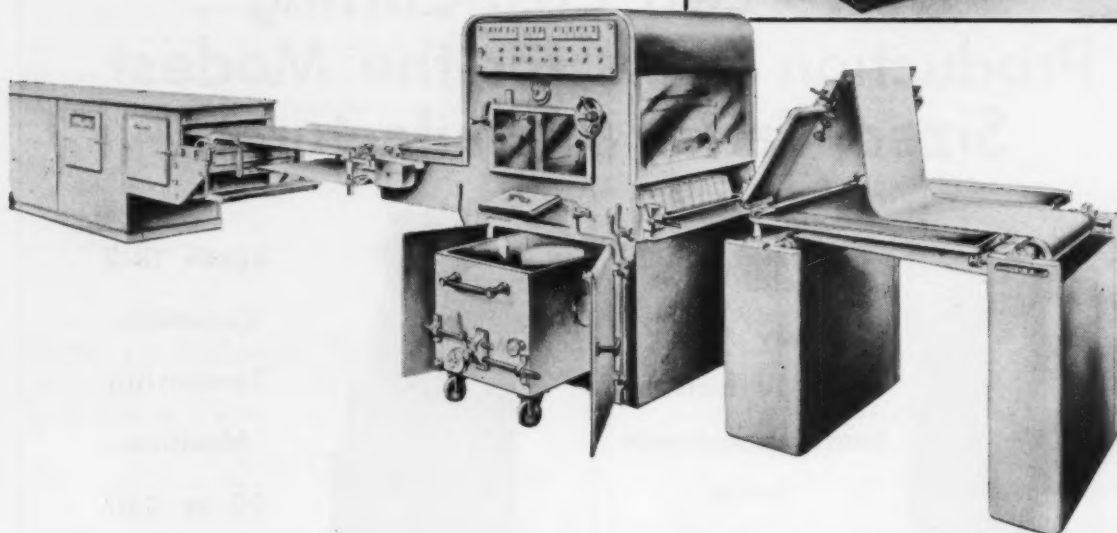
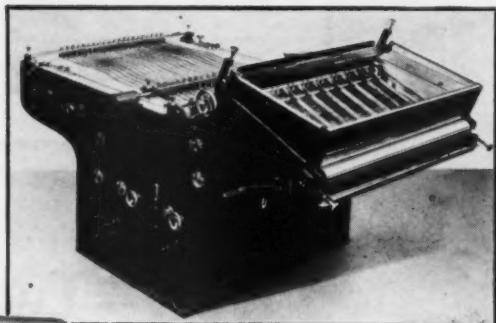
## *John Sheffman, Inc.*

152 W. 42nd St.

New York 36, N. Y.

# IMPROVE CANDY PRODUCTION

**with**  
**"HELIOS" HIGH CAPACITY**  
**CHOCOLATE ENROBER**  
**AND AUTOMATIC FEED UNIT**



**T**he Helios Enrober is a high capacity chocolate coating machine. With the Automatic Feed Unit it comprises a labor-saving combination of considerable magnitude. Resulting output volume and improvement in quality offer opportunities for substantial increases in profit.

The Automatic Feed Unit is especially noteworthy in this set-up. In operation the centers are placed into the intake hopper, where an endless belt moves them through chutes to the distribution rods. From the distribution rods they are set up in rows and placed on the feed belt in such a manner that each center is automatically set on its bottom, thus eliminating the labor formerly required to perform this function by hand.

Only one operator is required for this unit. Centers of all shapes and sizes may be run on the Feeder by virtue of two variable drives; one each for the transport belt, and the distribution rods.

The Automatic Feed Unit may be used in combination with all enrobers.

*Send for additional information.*



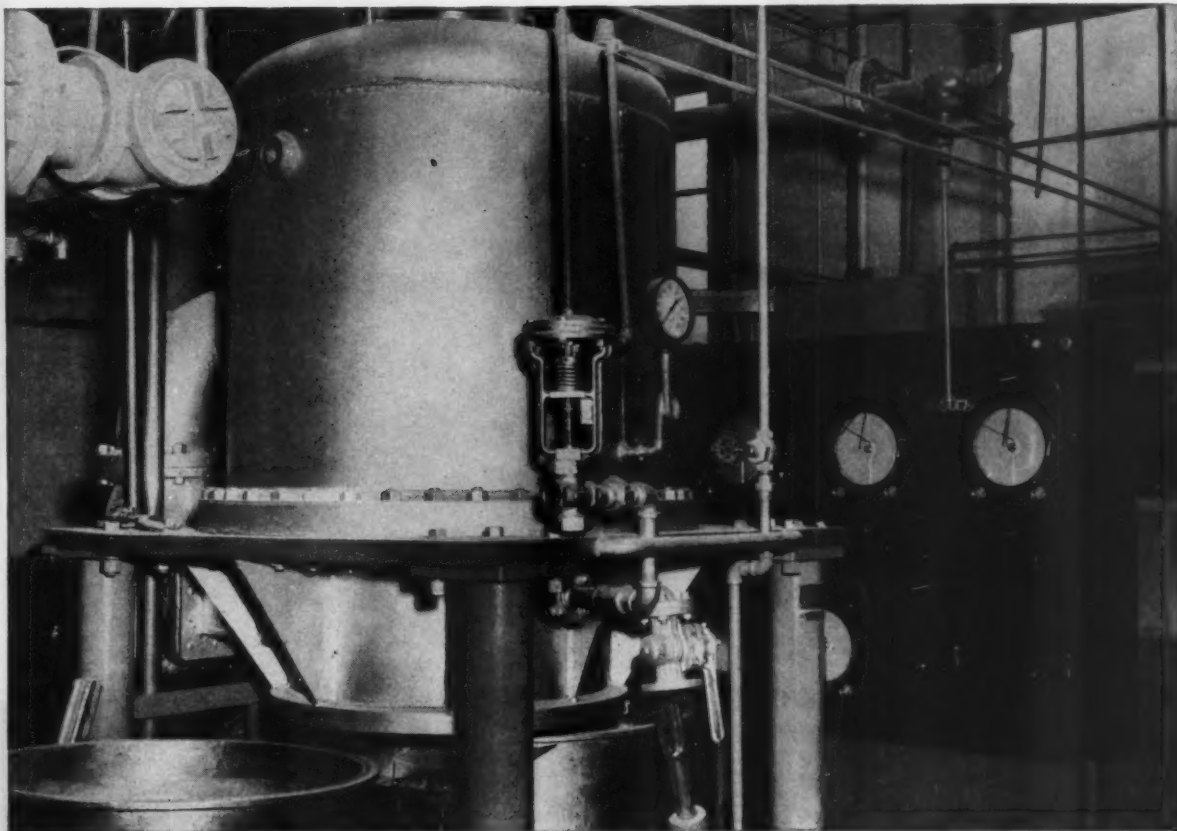
## **J. M. LEHMANN COMPANY, Inc.**

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THE MANUFACTURING CONFECTIONER

**T**he fig  
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# Tom's bought this for "peanuts"!



**T**HE Tom Huston Peanut Co., of Columbus, Ga., figures that the cost of the Taylor controls on their Continuous Candy Cooker pictured here was modest indeed in light of the money they have saved through increased yield and decreased operating costs. This fully automatic Taylor system requires the very minimum operator attention and insures the uniformly high quality candy for which the company enjoys such a fine reputation.

**Taylor FULSCOPE\* Pressure Controllers** precisely regulate steam pressure in the cookers, while keeping permanent chart records of the pressure.

**Two Taylor FLEX-O-TIMER\* Time Cycle Controllers** are coordinated to control kettle filling, processing time and automatic dumping alternately, since alternate kettles may be operated with different size batches.

**A Taylor Vacuum Recorder** keeps a permanent record of the vacuum in the cooker, which serves as a record of the filling time of each kettle.

If you're thinking of "going automatic", or modernizing existing equipment, be sure to specify Taylor controls. Your Taylor Field Engineer will be glad to discuss your problems, or write for **Catalog 900**. Taylor Instrument Companies, Rochester, N. Y., or Toronto, Canada.

\*Reg. U.S. Pat. Off.

*Taylor Instruments*

— MEAN —

**ACCURACY FIRST**

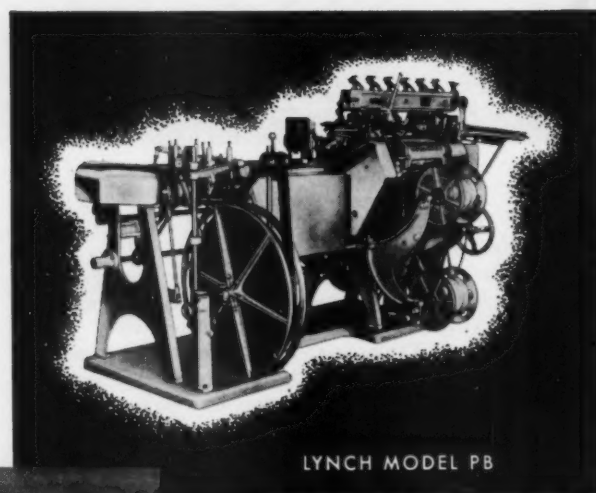
IN HOME AND INDUSTRY

*famous, fast-moving candies*



*such as these  
deserve (and get!)  
speedier, more economical  
Lynch Packaging.....*

The candies shown above are a few of the many national favorites packaged on the Lynch PB and RA machines. These versatile machines wrap standard or irregular shapes, single or multiple-units—neatly, economically.



LYNCH MODEL PB

**LYNCH**

**CORPORATION**

**PACKAGING MACHINES  
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"We cut operating costs as much as 50% ...

produce better, longer lasting gums and jells ... with

# VOTATOR®

## CONTINUOUS PROCESSING APPARATUS"



Famous Weston's candies are now produced continuously, in a closed system, with VOTATOR® Processing Apparatus. By replacing batch methods, Weston reports remarkable savings in labor costs, and in steam for cooking and heating in drying rooms. Loss of flavors and colors from evaporation has been eliminated. Thus, operating costs have been reduced as much as 50% on some lines!

At the same time, efficient VOTATOR Processing Apparatus improves quality and sales appeal of product. Precise, automatic control maintains uniformity. Gums can be made very tender for special packing, or made firm for bulk handling. They are clearer ... have greater shelf life ... colors are more brilliant. Gums develop no crust-ing, improving ease of sugar coating.

Investigate VOTATOR Continuous Processing Apparatus for cooking, cooling, or other processing of *your* confectionery products. Write The Girdler Company, Votator Division, 224 East Broadway, Louisville 1, Kentucky.



*Processing rate with this installation at George Weston Ltd., Brantford, Ontario, can be varied from 1200 to 4500 pounds per hour.*

### USE EFFICIENT VOTATOR CONTINUOUS PROCESSING APPARATUS FOR

Starch Jellies      Gum Drops  
Marshmallow      Fondants  
Chocolate Tempering

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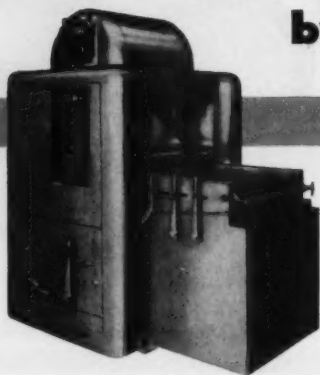
The **GIRDLER** Company

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VOTATOR DIVISION: New York, Atlanta, Chicago, San Francisco



# Industry-Proven COATING, COOLING and PACKING EQUIPMENT by **GREER**



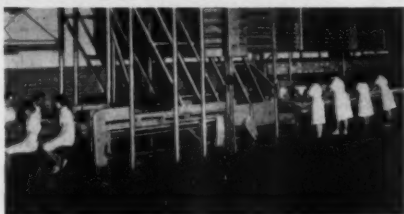
## STREAMLINED CHOCOLATE COATERS

This standard of the industry provides dependable temperature and viscosity control; positive regulation over coating percentage; simplified maintenance.



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Accurate temperature control and regulated air flow assure ideal cooling conditions—always. Sanitary construction. Sectional-steel carrier belt triples glazed belt life, improves heat transfer. Tunnel lengths in multiples of 8'.



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Provides long, controlled cooling (up to an hour and more) in floor space as small as 15'. Automatic or manual loading and unloading. In models with up to 1000' of cooling travel.



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Reduces stock-box packing costs at least 60%. Eliminates scratching and fingermarking. Saves space. For use with 24" and 34" coating lines.



## FEEDING AND BOTTOMING EQUIPMENT

Greer Automatic Feeders make feeding a fast, efficient operation. Large roll in Bottomer gives longer contact for thick, uniform bottoms. Arched construction of Greer Cold Slabs insures even, constant contact between belt and slab for positive, dependable heat transfer.

Other Greer Equipment includes: automatic Belt Guiders, 90° and 180° Turntables, automatic Moulding Plants. Greer coating and cooling equipment is available in belt widths from 16" to 42". Write for detailed price and descriptive literature.



## FLEX-I-TURNS

New wirebelt turntables for conveying products-in-process, cartons, or packages around 90° and 180° turns, always in perfect alignment.

# J. W. GREER COMPANY

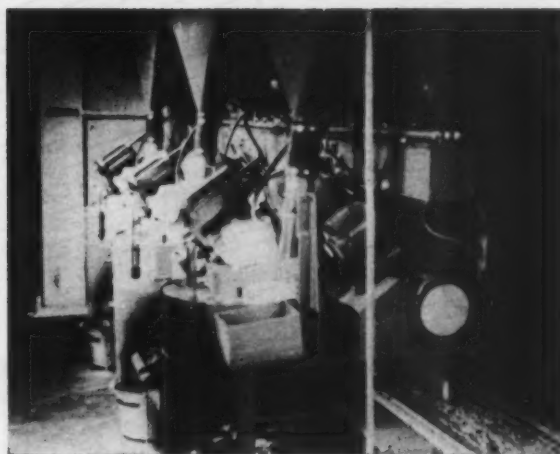
Wilmington, Massachusetts

Sales Engineering Offices: Chicago, Ill., and San Francisco, Calif.

European Representatives: Bramigh & Co. Ltd., 15 Creechurch Lane, London E. C. 3, England

**GREER**

This battery of six electric sorting machines sorts nuts that are fed from the overhead hoppers. The sorted nuts are delivered onto the belt shown, and are automatically conveyed to the salting table.



## How Pearson Modernized its Peanut Processing

by STANLEY E. ALLURED, *editor*

**P**earson Candy Company, of St. Paul, Minn. has recently modernized its peanut processing plant, and has made it about as efficient as is possible, based on the quantity of nuts that this firm uses. About 250,000 pounds each month, both Spanish and Virginia, must be rather extensively processed before they are in condition to be used in candy making.

These nuts are hand picked in the south at the shellers. However, this hand picking does not do a thorough job of sorting, and the nuts are far from fit condition for food use. The main adulterants are stones, sticks, leaves, defective nuts, and lint from the bags.

The nuts are received at Pearson in 120 pound bags, which are trucked to the nut processing floor and stored. The first process is roasting. Here the bags are opened by hand and then tipped into a

hopper which feeds the roasters. From this point the movement of the nuts is automatic and continuous, until they are clean and ready for salting. The nuts are emptied from the roaster into cooling bins, which feed an air separator. The nuts pass through the air separator, which does a preliminary job of removing foreign matter, such as stones, sticks, bag lint and hulls. However, the air separator will pass defective nuts and pieces of stem that are approximately the same size and specific gravity as sound nuts. From the blancher nuts are conveyed continuously to bins feeding the new installation of electric sorting machines.

The electric sorting machines are amazing instruments that do a sorting job that cannot be equalled by any other method. They pick up each individual nut, inspect it, and either pass it or reject it, de-



## OUR FILES ARE FULL OF RIGHT ANSWERS

Our years of specialized experience—and hence, of dealing with almost every kind of Belt problem which can arise in a candy plant—are summed up in our bulging files of case histories where VOSS Belts stopped trouble, upped production, improved quality. The hard facts those cards contain give overwhelming proof that no matter how long-standing or complex the difficulty, you can bank on VOSS for the right answer on Belts.

Leading plants throughout the United States—plants you know, both great and small—do bank on VOSS Belts to keep production rolling, to reduce maintenance and down time, to improve product appearance. If you have a Belt problem, we'd like to tackle it with you. And we'll bet we can beat it—those case history cards back up our confidence. Call us in any time!

## VOSS Solutions to *BELT* Problems

### AMONG THE ITEMS VOSS SUPPLIES:

- HI-GLOSS No. 3 Plastic Coated Cooling Tunnel Belts
- HI-LUSTRE Double-Texture Heavy Duty Belts
- Endless Bottomer and Feed Belts—White Neoprene treated, or plain
- Packing Table Belting—plain, or treated with smooth white flexible coating
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- Batch Roller Belting
- Wire Belting—for Enrobers and special conveyors
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These two machines sort Spanish peanuts. Each machine inspects about 6,300 nuts per minute.

pending on how it compares with the set "standard". The actual inspection is done by electric eye that is sensitive to color, rejecting all objects which do not reflect light within a pre-determined color and brightness range. This method of separation is very effective in taking out unblanched nuts, twigs and other items that pass the air separator. Pearson has found the result to be clean nuts, more dependable and at lower inspection cost than by hand picking. The sorting machines are fed continuously from the surge bins overhead, and inspect the nuts at speeds of about 25 lbs. per minute. Six machines are used in one battery for sorting Virginia peanuts, and two in another part of the room are used for sorting Spanish. The six machines are arranged in 2 banks of 3, backed up so they will feed from the same hopper, and deliver on to a single belt.

The machines are run by an operator who was trained at a school maintained by The Electric Sorting Machine Company for the personnel of plants using their machines. This operator spends about one half hour at the beginning of the day starting the machines, and thereafter attends to other duties on another floor of the building, returning to the machines only in case of an emergency. From the time the machines are started until they are stopped toward the end of the day, they operate unsupervised. All feeding to, and delivery from the machines is automatic and continuous.

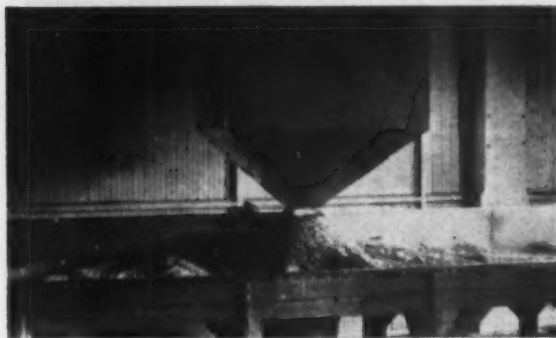
The machines can be set to deliver almost any range of product. This range or tolerance is simply governed by the setting of the register of light reflectivity electronically controlled. Pearson does not require 100% blanched, so their machines are set to allow just a minor percent of partially blanched nuts to pass.

The sorting machines work without supervision throughout the day, and into the evening. When the plant is just working one shift, the machines are left operating after the shift is gone, and are stopped finally late in the evening by the watchman on his final inspection round.

The capacity of the eight machines is below that of the other nut handling equipment, so that at the end of the day shift the surge bins are full. The sorting machines draw on this stock during the even-

ing run. It was possible to plan the equipment this way because of its ability to operate without supervision. By running almost two shifts, a great deal of equipment installation expense and rental was saved.

The only full time man in this nut processing department is the one tending and feeding the roaster. Otherwise, the entire operation is automatic, right through to the salting table. All six sorting machines deliver on to one belt, which sends the nuts by way of a bucket elevator and cross conveyor to a bin over the salting table, where they are salted by hand, and passed through the floor to hoppers, ready for candy making.



The bin above this salting table is fed by conveyor. After salting, nuts are pushed off the table, through the floor, to bins feeding the candy machinery on the floor below.

AUTOMATIC STICK CANDY MACHINE

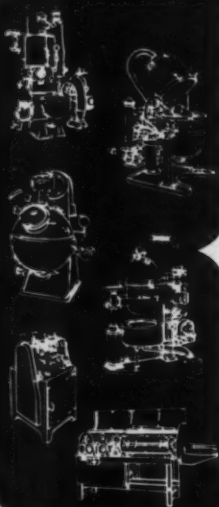
One unskilled operator has only to feed the Racine Stick Candy Machine the machine does the rest — automatically, continuously, sizing, twisting and cutting—producing over 1000 inches a minute. Write for circular.

**VACUUM CANDY MACHINERY CO.**  
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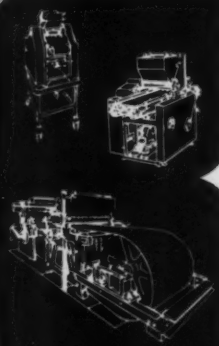
# MACHINERY for candy & chocolate making requirements

## CANDY



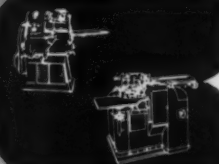
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# Chocolate Shell

or

# Chocolate Coating

BY J. KOCH

## Description of process:

Tempered chocolate is deposited into metal moulds, generally similar to the ordinary chocolate bar moulds. A tapping table eliminates the air bubbles. The mould is next inverted and an oscillatory vibration is applied, causing the great bulk of the deposited chocolate to drain out of the mould and leave a thin "shell" of liquid chocolate adhering to the inner face of the mould. The mould is now cooled for about 4 minutes, at the end of which time the still plastic rough edges of the chocolate shell are trimmed off flush with the top surface of the mould, by means of a scraper. The mould is now cooled for a further 4 to 6 minutes and is transferred to the center depositor. The filling is now pumped in and filled not quite the full depth of the chocolate shell, leaving about 0.05" of projecting chocolate edge. A tapping table levels off the top surface of the filling. The mould now goes through a further cooler, usually 8 to 10 minutes, both to get the heat out of the filling and to 'draw a skin' on its top surface. The top of the mould, with the projecting chocolate edges, is now briefly warmed under a heater and is then flooded over with tempered chocolate from a suitable depositor. The liquid chocolate is scraped off flush with the top of the mould and any bubbles are tapped out. Finally the whole mould is cooled off, usually for 15 to 20 minutes, and the complete sweets are knocked out, the mould being returned to the first chocolate depositor via the usual mould heater.

This article presents the views of a well qualified person on the comparative advantages and disadvantages of shell plants and coating machines. While by far the most popular method of making coated goods in this country has been the coating machine, shell plants have been used for a number of years, and their use may increase as their particular advantages are demonstrated. We believe this factual comparison of these two manufacturing methods is interesting.

## Description of process:

Tempered chocolate is poured over pre-formed centers and adheres to the center in a thin film. A shaker and a blower are used to regulate the thickness of the film of chocolate remaining on the center. The coated sweet is automatically transferred to a conveyor passing through a cooling and setting tunnel (cooling times of from 5 to 35 minutes may be used).

The coating machine is simply a mechanised form of the old hand dipping process. Production on a coating machine is far higher and a great deal cheaper than hand dipping, but hand dipping still tends to give a slightly superior looking finished product.

## Advantages:

The coating machine is a most versatile machine and a single type can coat almost any sort or size of center which is fed into it. It will also coat several different varieties and sizes simultaneously, if necessary.

Center making for the coating process has been brought to a fine art and almost every known type of center, from rock hard to fully liquid, can be produced in a form which is suitable for use on a coating machine. Partly because of this, center making departments usually tend to collect a lot of separate machines and processes, few of them very efficient in themselves, but this is no fault of the coating machine.

The finished product from the coating machine is reasonably similar to the hand made article; decoration is easily applied by skilled hand workers lined up along the decorating band between the coating machine and the cooling tunnel. The decoration applied can also be of a type which is impossible on a shell plant (e.g. piped work). (Note, however, that there is nothing to stop a shell plant operator from decorating his sweets by hand after they have left the shell plant).

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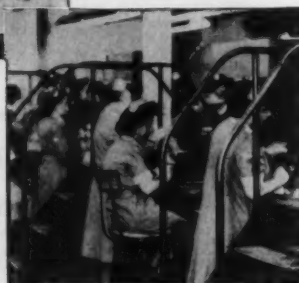
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## **Chocolate Shell**

### **Advantages:**

The complete piece is shaped by the mould so that every one made in a given mould is of identical shape and size—the packaging operation is not bedevilled by size and weight tolerances.

All decorative effects are incorporated in the design of the mould. Complex designs are just as easy to make as simple ones and no skill is called for from operatives—decoration work is 100% machine work.

Moulded chocolates take a better gloss than dipped or coated chocolates and are less subject to subsequent dulling or bloom troubles.

Center making is simplified, requiring cooking and mixing plant only. *No starch, no cooling tables, no rolling and cutting.* The filling is completely enclosed by a chocolate coating of good mechanical strength, the bottom usually being quite as strong as any other part of the shell. There are also no excrescences, such as tails or feet.

The best shell plants are nearly 100% mechanised and a well engineered installation turns out machine-made goods with great efficiency and reliability. The pieces need never be touched by hand.

Many shell plants are triple purpose units, capable of running more than one line simultaneously. The usual combinations are:

- 1). Solid chocolate moulded bars.
- 2). Filled moulded bars or pieces.
- 3). Hollow (unfilled) chocolate figures and shapes.

### **Disadvantages:**

A shell plant is a complex machine and an indifferently engineered plant is a money waster of the first order. Makeshifts are dangerous. Production must be planned ahead and adequate numbers of the right sort of moulds must always be available. The mould circuit must be kept complete and balanced—frequent starting and stopping of parts of the plant inevitably engenders scrap which can seldom be worked up without serious loss. It must usually either be mashed up into 'fudge', re-dipped on a coating machine, or split up into its constituent ingredients on a special scrap processing plant.

The filling must be reasonably free flowing at a temperature of 105° to 110°F or it will (a) not settle flat into the chocolate shells or (b) re-melt the chocolate shell into which it is deposited. Hard centres are difficult to make and many desirable filling recipes have to be 'modified' before they will work satisfactorily on a shell plant.

It is seldom practicable to work a shell process with less than 25% of "coating". Ill chosen moulds will result in thin places in the "coating". For best results, mould shape, chocolate fluidity and degree of shake applied to the inverted mould should be closely matched. Unequal shells require unequal deposits at the center filling stage; filling plant of this nature has been devised to suit some fillings but it is not usually standard equipment and imposes further restrictions on the sort of fillings which can be run.

## Chocolate Coating

A coating machine can be turned over to production of a new line at a moment's notice, if need be. The rate of working is also easily adjustable and the non-appearance of one or more workers does not usually completely wreck the day's programme. Chocolate coating percentage is readily adjustable, within quite wide limits, by simple adjustment of the machine settings, or by a change to a chocolate of different fluidity.

The coating machine has been long established and there is a considerable reserve of skilled coating machine operators, thoroughly versed in the various techniques of operating a coating machine. The coating machine, though not cheap, is still a lot cheaper than a shell plant. A good coating machine is a safe 'buy' since:

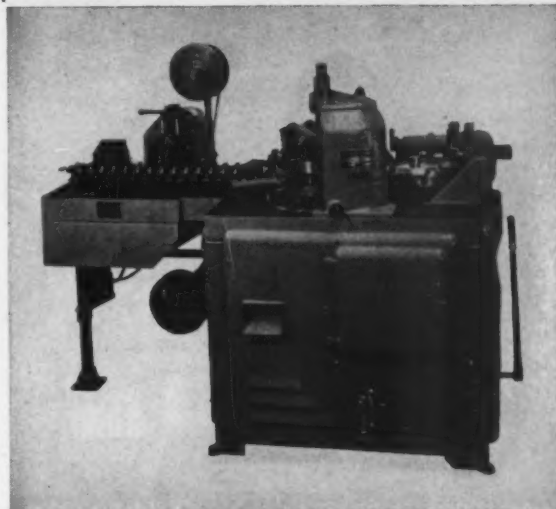
- 1). The design of a coating machine has been pretty well stabilized as a result of years of experience.
- 2). Its production can be speedily and cheaply adjusted to meet almost any foreseeable trend of fashion which may hit the filled chocolate goods trade.
- 3). The cost of production with a coating machine is not so far out of line that coating machine operators are likely to be faced with serious price competition from shell plant operators. Either style of plant, suitably installed and operated, will show a very low cost; some lines are easier handled on the one than on the other, but the coating machine is the less susceptible to the ills which may befall an *over-specialized and over-complex production line*. It is easy to put work through a coating machine a second time, though seldom necessary; it is impossible to put work twice through a shell plant, much as one might sometimes like to.

### Disadvantages:

A separate center making department is essential and may be many times the size of the coating machine department. Double handling of centers is almost always involved, since the center must be cast, cut or rolled to its final shape before ever it comes to the coating machine.

The shape of the finished piece is fixed by the shape given to the center, but a tolerance must still be allowed as the thickness of the chocolate coating cannot be guaranteed absolutely. A satisfactory method of holding the chocolate thickness at a steady level (short of continuous inspection by a skilled operator) is not easily found. The average center making plant also does not turn out centers of absolutely uniform shape and size. Long experience has taught packaging and merchandising experts how to make the best showing with coated goods; the precision limits of shell plant work open up new possibilities in the way of speedy and effective packaging, however, along roads which may remain closed to the coating machine operator.

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## Chocolate Shell

Given sweets of generally similar shape and size, there does not appear to be any significant difference in the fluidity of the chocolate required by either the shell or the coating process, but it is usually preferable to take a more fluid chocolate for the backing off process than for the shell making process (involving two sets of chocolate tempering equipment). Liquid fillings, on which a skin cannot be drawn by cooling or drying, require special backing off arrangements. These can become more complex than may appear likely at first sight and the ordinary run of shell plants are not intended for completely liquid fillings.

Not everybody approves the high gloss and generally "machine-made" appearance of a shell moulded chocolate sweet.

A separate mould washing plant is virtually essential as it is nearly impossible to avoid having to wash the moulds occasionally.

Shell plants are large and expensive machines. They must be installed in a large workroom and the operating conditions (room temperature, humidity, etc.) must be generally good, or the loss of efficiency will be serious. An efficiently installed and operated shell plant, doing work for which it is well suited, is a first class production unit of very great value; an indifferently installed or operated shell plant is usually precisely the opposite.

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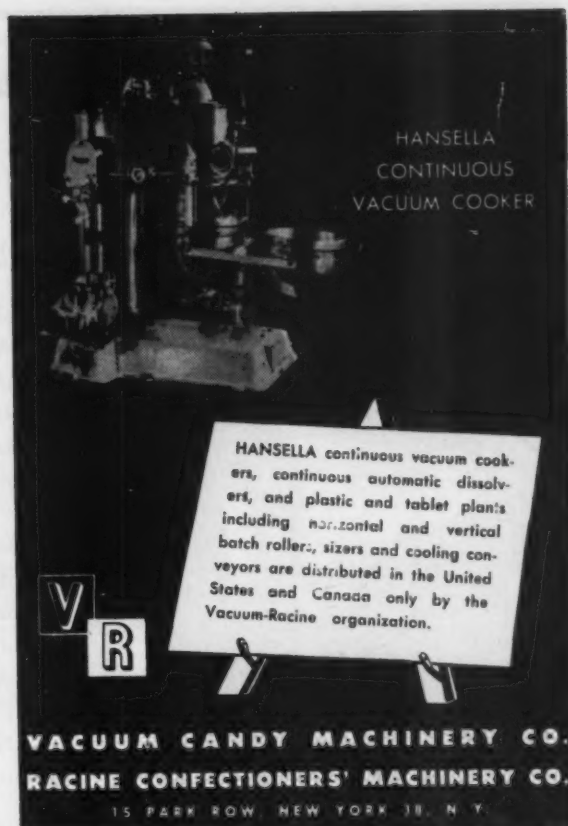
There is a variety of sizes of Carver Cocoa Presses to meet every requirement. We solicit your inquiries.

## Chocolate Coating

The most troublesome center on a coating machine—the very soft center—is the least troublesome center for a shell plant. The easiest center for a coating machine—hard and dry—is a near impossibility on a standard shell plant, (special hard center moulding plants are obtainable but are usually only suitable for the one type of filled goods).

The coating on the bottoms of the sweets is often defective, though the provision of suitable ancillary plant will usually overcome this. Somewhat unsightly "feet" and "tails" can also never be entirely avoided. Nevertheless, many people prefer the "hand-made" character of most coated work.

Cooling conditions for good gloss and keeping quality are more critical for a coating machine and the gloss is nearly always somewhat inferior to that given by the shell plant, on which the chocolate is solidified in intimate contact with a polished metal surface. Operation of a coating machine therefore usually calls for greater individual skill and good judgment from the machine operator (whereas the shell plant generally demands a higher standard of management). The operator of a coating machine can apply his skill to getting round snags posed by indifferent operating conditions, but it is much harder for the operator of a shell plant to exercise any influence over adverse operating conditions.



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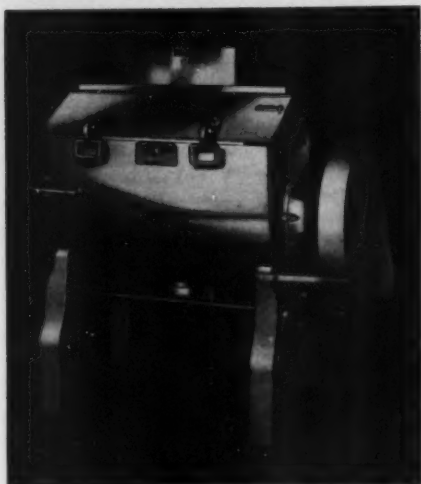
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## Technical Literature and Book Reviews

### This Is Liquid Sugar

---, VII plus 205 pages, illustrated, Refined Syrups & Sugars, Inc., 1955, price \$5.00.

Sub-titled, A technical guide for the liquid sugar (LS) user, this book is just that.

An idea, early experimental work in 1925 plus continued efforts ever since and continuing has enabled the LS industry, of which RS & S are in the vanguard, to reach a production of 900,000 tons per year. The three chief reasons why LS has been accepted to such an extent have been economy, sanitation and product fecionery, ice cream and bakery industries are large users of LS. These industries had to be sold on LS.

After defining the term, LS, and presenting its historical development, this book details its production and includes a graphical chart clearly showing the various steps involved. Distribution of LS is briefly described and then the Equipment Used in LS Systems is thoroughly discussed. This chapter and the succeeding one on LS in Major Industries are, perhaps the most valuable ones in the book. The LS refiners offer their services and engineering experience to their customers: this often includes formula conversions.

For the technical control man, a comprehensive set of tables and graphs are included. Detailed instructions for making solids, pH, invert sugar and bacteriological determinations are given.

The book is attractively and practically presented and with the thumb-indexing for tabled data will be found most convenient for ready-reference.

### The Measurement of Particle Size in Very Fine Powders

H. E. Rose, 127 pages, illustrated, Chemical Publishing Co., 1954, price \$2.75.

This book is based on a short course of four public lectures by a member of the faculty of the University of London. It is an attempt to systematize existing knowledge, analyse factors affecting choice of apparatus or technique and to elaborate upon the principles of design of some important pieces of apparatus.

In no industrial application is the knowledge of size characteristics of powdered material of value in itself: the object of powder-size determination is the control of the quality of a product or of the progress of some manufacturing operation. Three quantities, size frequency, specific surface and particle shape, have been found of value for most industrial control purposes.

Techniques cited are applicable to powders in the size range one to 60 microns. Techniques available for the one micron range or smaller such as the ultracentrifuge and electron microscope are omitted. Particles above the 60 micron range may be determined by sieving tests. For the particle sizes discussed, three applicable methods are nitrogen adsorption, bulk density and tinting strength. Photo-extinction techniques and sedimentation tests are also detailed.

Adequate mathematical treatment is presented throughout. Readers may find the author's objections to the use of a microscope for the determination of particle size at variance to their technical training. However, in this case, as in preceding cases, the author presents his reasonings lucidly. This book is for the research chemist or physicist.

### Determination of Moisture in Chocolate

K. G. Sloman, E. Borker and M. D. Reussner, *Agr. & Food Chem.*, Vol. 2, No. 24 (1954)

The Karl Fischer titration method for moisture (re: Seaman, McComas & Allen, *Anal. Chem.*, Vol. 21, p. 210) in chocolate has been studied. Water is extracted from chocolate by heating with methanol to boiling, cooling, adding Reagent A, and after 10 minutes, titrating with Reagent B. Five experiments using the gravimetric measure of water added showed

that the recovery ranged from 90 to 117% of the total water present in the sample. Tabular information on the recovery of added moisture to chocolate is presented. Sampling of chocolate is important, a representative sample may be obtained by melting the sample in an oven at 50 C., stir and then sample.

### Vanilla Extract Manufacture

J. J. Broderick, *Food Manufacture*, Vol. 30, No. 2 (1955)

No ideal method of making vanilla

extract exists. Choice of method is dictated by quality of product desired, price at which it can be sold and by the blend of beans available. Article outlines these technical and economic problems, describing various processes and discusses their advantages and disadvantages.

### Concentrated Vanillas

J. J. Broderick, *Food Manufacture*, Vol. 30, No. 4 (1955)

Methods of making concentrated vanilla are given. Comparisons be-



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tween concentrates and original extracts show a loss of aroma in the former. Concentrates above four-fold must be made by vacuum distillation. Author believes concentrates above four-fold strength are best when oleoresin is added to the four-fold macerated vanilla until desired strength is obtained. Fondants, syrups, marshmallow and toppings are products in which 2% to 4-fold strength vanillas may be used economically in place of single strength vanilla extract.

#### Improving Cacao Butter by Hydrogenation or Isomerisation

A. A. Newman, *Food Manufacture*, Vol. 30, No. 7 (1955)

Methods for improving the characteristics of cacao butter are available. The flavor enhancing properties of cacao butter derive from the same physical and chemical characteristics which create the problem of fat bloom. Bloom may be prevented by the isomerisation or hydrogenation processes described and discussed.

#### A Company Guide to the Selection of Salesmen

Milton M. Mandell, *cloth bound 160 pages. American Management Association, 330 West 43rd Street, New York City. Research Report No. 24. Price \$4.75 (\$3.50 to AMA members).*

This practical down-to-earth report discusses and analyzes the current practices of 180 manufacturing firms of diverse interest to demonstrate how they operate in the selection of their sales forces, the reduction of sales staff turnover, and the improvement of sales performance. All types of selection devices are dealt with in detail: application blanks, interviews, test, reference inquiries, etc., and there are over 50 pages of facsimile reproductions of actual forms. The six chapters deal specifically with The Man and the Job, The Recruitment Process, Selection Devices, Problems of Program Construction, Organization and Administration, and Sample Forms.

#### Personnel Management in a Competitive Economy

*Published by the American Management Association, 330 West 42nd St., New York 36, New York. 56 pages Price \$1.75 (\$1.00 to AMA members).*

In a tightened economy company survival may well depend on success in solving problems in employer-employee relations. Hence the importance of established adequate work standards, controlling costs, administering the union contract fairly, and establishing a sound program of employee communication and community relations. This booklet contains four papers written around the fore-going subjects.

#### General State Food and Drug Laws, Annotated.

David H. Hernon and Franklin M. Depew, *Commerce Clearing House, Inc. Chicago and New York. 804 pages, hard bound. Price \$17.50.*

The full text of General State Laws relating to the manufacture, Packaging, Labeling, Distribution, Advertising, and Sale of foods are contained in this volume. In addition, leading court decisions interpreting and applying these laws are summarized. These statutes and cases cover not only adulteration, mis-branding and false advertising; but also standards,

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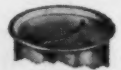
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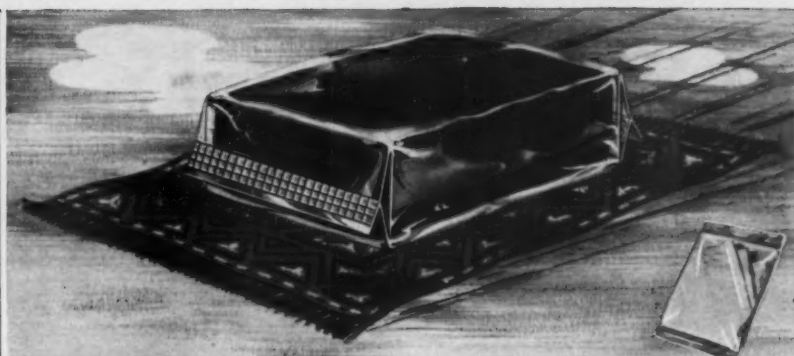
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This book discusses the finance department's over-all responsibility, as well as specialized aspects of financial management. The following three papers are included: Continental Can's System of Financial Planning and Control, by Lawrence Wilkinson, Vice President—Finance, Charles B. Stauffacher, Control Officer; G. J. Barry, Comptroller; J. R. Lynch, General Manager of Industrial Engineering; and Reuben L. Perin, Vice President and General Manager. Coordinating Budgets with Forecasting: by N. J. Curran, Jr., Director, Budget and Analysis, General Foods Corporation. Financial Aspects of Diversification, by David S. Meiklejohn, Treasurer, American Machine & Foundry Company.

The 15th edition of **Consulting Services** has been published by the Association of Consulting Chemists & Chemical Engineers. This publication is a directory of the members of that association, classified by their specialties and vocation.

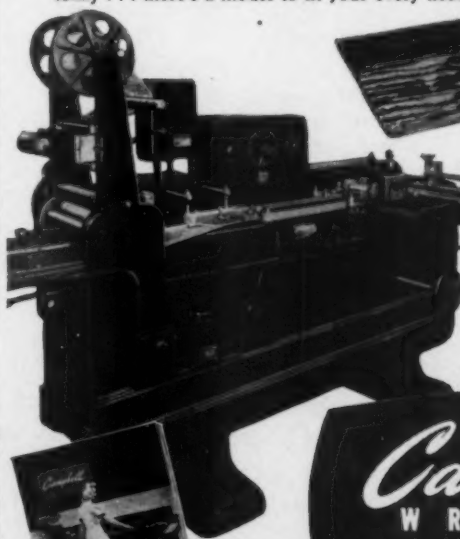
Copies are available from the association at 50 East 41st Street, New York 17, New York.



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**PACKAGES PRODUCTS LIKE THESE WITH**  
**AMAZING SPEED...NEW LOW COSTS!**

Yes, 100 to 300 units per minute! Plus all the important operating features you want in modern package wrapping — Automatic, continuous feed and delivery with all rotary motion — "Float" wrapping of regular or irregular shaped products *without* crush or damage, whether hard, soft, firm or brittle — Savings galore with one person operation, who, in many cases tends several machines at the same time — 25 to 50% less material cost because no trays or stiffeners are required, *unless desired* — Positive heat, glue or crimp sealing with all types of modern wrap materials — And, accurate registration of pre-printed or applied labels. Get full details today . . . there's a model to fit your every need.



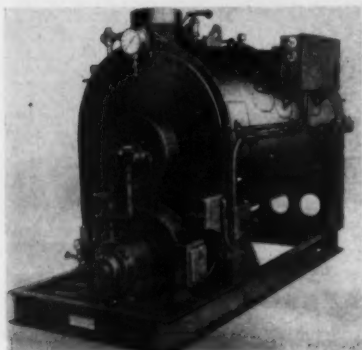
**WHAT'S YOUR PROBLEM?**  
 Send us a sample product—our packaging engineers will gladly advise you how the Campbell Wrapper can fit your needs. There's no obligation, of course.



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 Completely revised free booklet—Write for your copy.

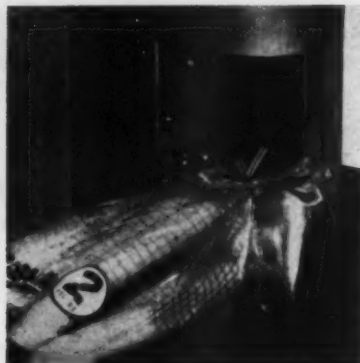
New York office: 55 West 42nd St.

# NEW PRODUCTS



A new package steam generator has been developed that generates 40 horsepower in a space 83½ inches long, 57½ inches high, and 36½ inches wide. The unit delivers 1,380 pounds of steam per hour, at pressures from 15 to 200 psi. The new boiler burns gas, oil, or a combination of oil and gas. All controls are located in a single box, mounted at eye level on the boiler shell for ease of maintenance. Shipped from the factory pre-tested and ready to cut in on the line, the new unit can be installed anywhere that fuel, water and electricity can be supplied to the unit; and requires no special foundation or stack.

For further information write Cyclotherm Division National-U. S. Radiator Corporation, Oswego 6, New York.



An automatic bag tying machine has been developed which automatically ties a plastic bag with a plastic covered wire tape, at speeds as high as 40 per minute. Bags are fed by hand into the machine, which automatically cuts off the proper length of tie, fastens it around the neck of the bag, and twists the two ends of the closure together to form a tight, neat seal. The ties, themselves, are available in a variety of colors, and may be imprinted. They are made from vinyl plastic, and have an iron wire core.

For further information write Plas-Ties Company, P. O. Box 27, Santa Ana, California.

"Program Control of Process Variables" is a new bulletin describing the methods and advantages of em-

playing automatic, time-conditions control for many industrial processes and tests. Quite a wide variety of instruments are described, and advantages and disadvantages are listed for each type.

For a copy write for bulletin 1130, Minneapolis-Honeywell Regulator Company, Wayne and Windrim Avenues, Philadelphia 44, Pennsylvania.

Several improvements have been made in a standard hard candy forming line. These improvements are:

The batch roller is completely enclosed, with side panels quickly detachable for inspection and maintenance. Elevating gear is fully protected by bellow type guard and switch panel is fully waterproofed.

An electric magnetic brake on the plastic forming in it stops the machine quickly, in the event candy sticks to the die, and it passes the stripper, of great advantage when running soft-centered candies. A quick release lever enable the operator to withdraw pressure from the plungers if he sees a weak portion of filled rope entering the die head.

A specially designed truck permits removal of the die through the side of the machine, an infinitely variable speed control from 2/3 to full speed is advantageous when producing soft-centered sweets.

The cooling conveyor has been re-designed to reduce cooling time from 6 minutes or more down to 4½ minutes, through more efficient use of air blast.

For further information write Pack-age Machinery Company, East Longmeadow, Massachusetts.



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EQUIPMENT

**STAINLESS STEEL  
DRUMS**

MODEL 30--30 GAL.  
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(Covers available)

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RUGGEDLY CONSTRUCTED FOR LIFE TIME WEAR.  
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**CODE DATE your  
CANDY BAR WRAPPERS  
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**PRINT your CARTONS  
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RIGHT ON  
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Improve production facilities  
Lower operation costs

**J. C. Corrigan Co., Inc.**  
41 Norwood St., Boston 22, Mass.

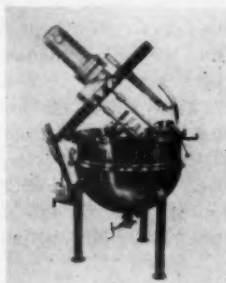




A new type of railroad container car has been developed which permits the user to ship bulk materials over long distances without the penalty of return haul on empty containers. The car is a modified flat car, with provisions for mounting and locking in place twenty-eight separate removable Tote containers. The containers in transit are classified as an integral part of the rail equipment; so that, for the purpose of freight charges, tare weight of these containers is not charged in either direction. When in place on the car the containers are considered a part of the superstructure of the car. However, they are easily removed by fork truck at the receiving plant, and become then twenty-eight separate storage containers and discharge hoppers.

For further information write Tote System, Inc., 700 South 7th Street, Beatrice, Nebraska.

A new Mix Cooker that gives both single and double motion agitation has been announced. The Cooker's primary agitator has nylon scrapers and rotates at 20 to 30 rpm. The secondary agitator, which can be turned on or off independently, rotates at higher speeds of 40 to 60 rpm. A variety of agitators is available to vary the type of secondary mixing. Thermometer bracket and hydraulic lift for agitator are optional equipment. Variable-speed drives are also optional.



For further information write Hamilton Copper and Brass Works, Dept. 14, 820 State Ave., Cincinnati, Ohio.



A new pocket refractometer has been developed which features a temperature compensating adjustment that eliminates the need for thermometers or conversion tables. This instrument is available in three types to cover a range of 0 to 80% solids.

For further information write: National Instrument Company, 5005 Queensbury Avenue, Baltimore 15, Maryland.

# One Machine



to  
fill  
them  
all!



**Triangle Elec-Tri-Pak net weigher and filler is the most versatile machine you can buy—**

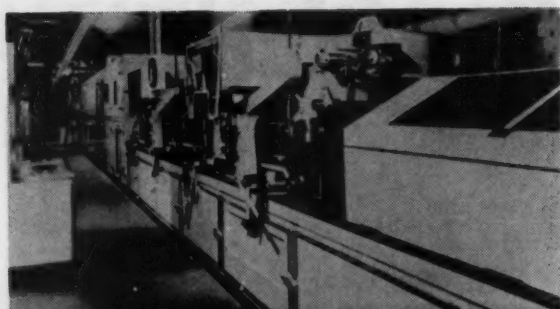
Some candy manufacturers handle as many as 50 to 60 different products with a single Triangle Elec-Tri-Pak one-operator machine. Weights and packages are different, too.

They get high accuracy, speeds from 12 to 30 packages per minute and low labor cost. The machine investment is moderate.

Here is a combination of advantages not available anywhere else! This may be the cost-cutting answer to many of your packaging jobs. Write today for FREE Bulletin describing Elec-Tri-Pak weighers.

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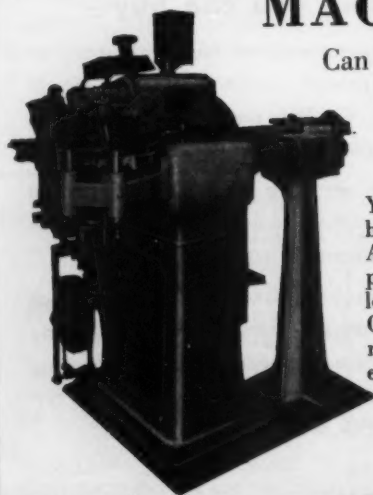
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MIKROVAERK (JENSEN) chocolate moulding plants for all size chocolate bars and complete systems for producing continental moulded chocolates are distributed in the United States and Canada only by the Vacuum-Racine organization.



VACUUM CANDY MACHINERY CO.  
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Can Package 450  
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Minute

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# Candy Business

The new officers of the Pennsylvania Manufacturing Confectioners' Association elected at their annual meeting last month are as follows:

President: **Harry Goldenberg**, Goldenberg Candy Co., Philadelphia. 1st Vice-president: **Clarence G. Bortsfeld**, Keppel's, Inc., Lancaster. 2nd Vice-president: **Richard M. Stark**, Bachman Chocolate Mfg. Co., Mt. Joy. 3rd Vice-president: **E. W. Meyers**, Hershey Chocolate Co., Hershey. Treasurer: **Robert E. Keppel**, Keppel's Inc., Lancaster. Secretary **Harry H. Rohrer**.

The executive committee is as follows: **Otto J. Glaser**, chairman; **Charles Grube**, **David Sykes**, **Mark Heideberger**, **A. J. Napolitan**, **Philip Wunderle III**, and **W. C. Thurman**.

**Reymer & Brothers, Inc.**, Pittsburg, has announced expansion plans that will add five new retail stores to their present chain, and will expand their national markets for boxed and specialty candy items. In addition, Reymer's will continue adding new national markets for **Blennnd**, a non-carbonated fresh fruit drink, sold both as concentrate and single strength.

**Blennnd** accounts for about half of the company's annual gross volume, which last year exceeded \$2,000,000. Two individually wrapped pieces, old fashioned chocolate drops and caramels, which have extensive national distribution through drug and department stores, each represent about 10 per cent of Reymer's candy business.

**Wallace H. Shape** has been named the vice president and general sales manager of **Lions Specialty Company**. Mr. Shape was formerly president and general manager of **Pure Candies of Skokie**, Illinois, and before that sales manager of **Reed Candy Company**.

**Fritz Mally**, president of **Mally's Chocolates** of Chicago, died recently. Mr. Mally was in the fine chocolate business in Austria before coming to this country; and manufactured continental style chocolates in his own plant in Chicago. A pianist, composer, and oil painter, **Fritz Mally** left many friends in the Chicago area.

**Richard G. Haley** has been named executive vice president and plant manager of **Brown and Haley**; and will continue to hold his positions as secretary-treasurer and production manager. **R. Paul Carter**, formerly assistant sales manager, has been named general sales manager.

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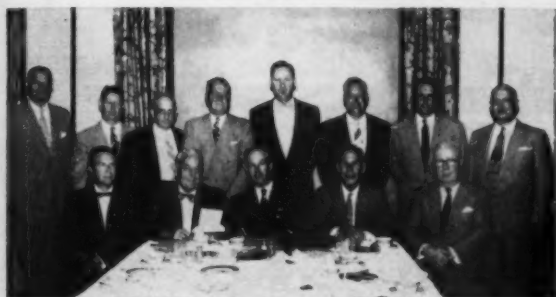
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Joe Franklin Meyers Candies, Inc. has been purchased by P. A. Warner, vice president and southwestern manager of Manley Popcorn Company from Joe Franklin Meyers. The new firm will be known as Warner Meyers Candies, Inc., and has a new plant at 7218 Harry Hine Boulevard in Dallas.

Earl Edwards will be executive vice president and general manager of the new company; and Vance A. Galliher will be plant manager.



Laying the groundwork for the 1956 NCA Convention and Exposition at a meeting held in Boston, July 26, were these enthusiastic convention planners. The 73rd NCA Annual Convention and 30th Confectionery Industries Exposition will be held in Boston, Mass., June 10 to 14, 1956 at the Hotel Statler and Mechanics Hall.

Seated (l-r) are Richard D. Muzzy, Daggett Chocolate Co., Program Chairman; NCA President Philip P. Gott; Robert H. W. Welch Jr., James O. Welch Co., General Convention Chairman; Philip M. Clark, New England Confectionery Co., Dinner Dance Chairman; Harry Chapman, NCA Vice President.

Standing (l-r) are Don Greer, J. W. Greer Co., Exposition Committee; Lawrence L. Lovett, Deran Confectionery Co., Building Decorations and Transportation Chairman; Norman W. Kempf, Walter Baker Chocolate & Cocoa Div., General Foods Corp., president AACT; David P. O'Connor, Penick & Ford, Ltd., Inc., Exposition Chairman; Richard S. Lewis, Edgar P. Lewis & Sons, Inc., Chairman, Golf Committee; W. O. Wallburg, W. F. Schrafft & Sons Corp., Chairman, Ladies Entertainment; Fred Garrison, New England Confectionery Co., assistant to Mr. Clark; and Harry Gilson, F. B. Washburn Candy Corp., Chairman, Sunday Get-Together.

Kenneth P. Miner, Brigham's Inc., chairman, Opening Luncheon, was unable to attend the meeting.

Stephen F. Whitman Company has announced the opening of two new warehouses, one in Atlanta and the other in Los Angeles. Both are air-conditioned to maintain temperatures between 65 and 67 degrees, and contain 20,000 square feet of storage space. The Atlanta warehouse will serve five surrounding states, and the Los Angeles warehouse will ship to all the west coast points in addition to Nevada and Arizona.

Mr. Arthur E. Weber has been appointed Vice-President in charge of sales, of the Yeast, Malt, and Corn Products Division of Anheuser Busch, Inc.

for September, 1955

## CANDY EQUIPMENT PREVIEW

Published bi-monthly by

**THE MANUFACTURING CONFECTIONER  
PUBLISHING CO.**

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OAK PARK, ILLINOIS

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THE CANDY BUYER'S DIRECTORY  
THE PURCHASING EXECUTIVES BLUE BOOK

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1955

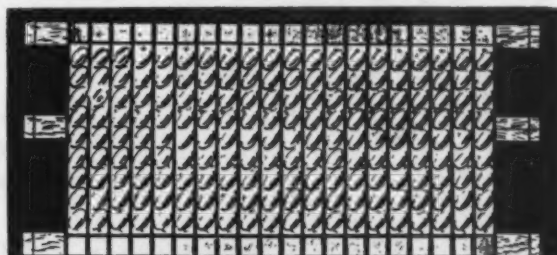
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Now with a NEW FINISH  
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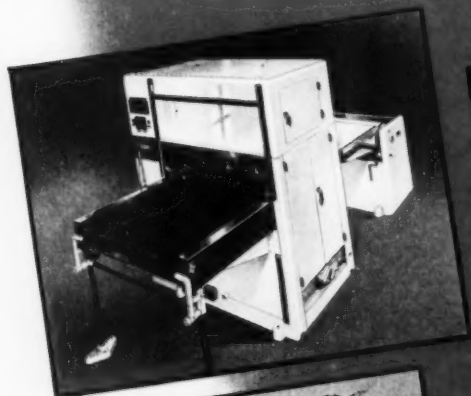




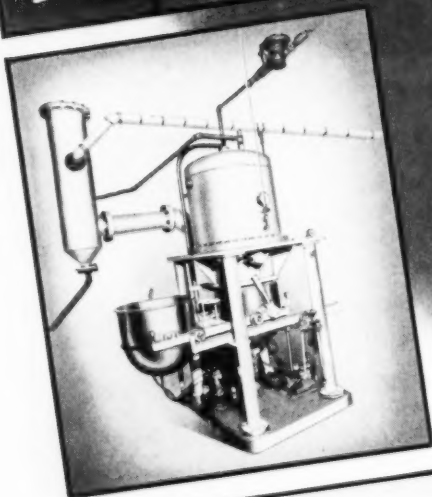
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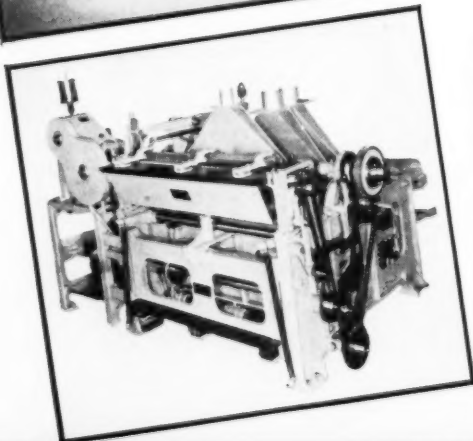
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- Proved performance



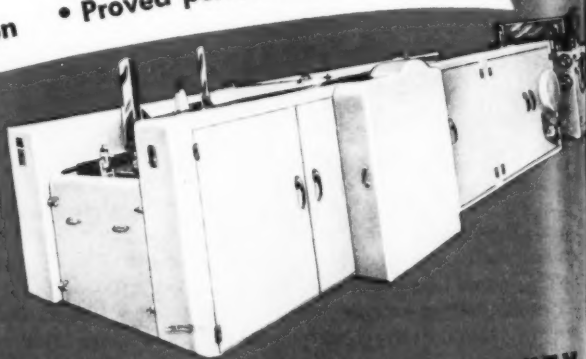
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National Equipment has been proved by the only real test . . . years of tested and proven dependability in candy plants all over the world, where the demand for top efficiency and top quality is a must.

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for

# Candy Clinic

The Candy Clinic is conducted by one of the most experienced superintendents in the candy industry. Some samples represent a bona-fide purchase in the retail market. Other samples have been submitted by manufacturers desiring this impartial criticism of their candies, thus availing themselves of this valuable service to our subscribers. Any one of these samples may be yours. This series of frank criticisms on well-known branded candies, together with the practical "prescriptions" of our clinical expert, are exclusive features of The MANUFACTURING CONFECTIONER.

## Bar Goods; 5¢ Numbers

### Code 95R

#### Summer Assortment

1 lb. \$2.00

(Purchased in a Candy Store, St. Paul, Minn.)

Appearance of Package: Good

Box: Oblong, one layer type. Buff embossed paper top. Name printed in green. White paper wrapper tied with printed tape. Box tied with pink grass ribbon.

Appearance of Box on Opening: Fair Assortment:

Assorted Cream Wafers, Chocolate Center (Sandwich type)  
Colors: Good  
Gloss: None  
Texture: Good  
Flavors: Good

Half Dipped Roasted Nuts Almonds & Cashew:

Roast: Good  
Taste: Good  
Coating: Dry & hard  
Pecans: Good  
Coating: Dry & hard

Assortment: Too small for a one pound box.

Remarks: Suggest a good summer coating be used on the half dipped nuts to improve the eating quality. There are a number of good summer candies that could be added to improve the assortment. Highly priced at \$2.00 the pound.

### Code 95S

#### Peppermint & Wintergreen Sugar Wafers

1 1/4 ozs. 5¢ each

(Purchased in a drug store, Chattanooga, Tenn.)

Appearance of Package: Good

Box: Folding type, printed in blue, white and silver, stripes. Name in blue.

Wafers

Colors: Fair  
Texture: Soft  
Flavors: Poor

Remarks: Not a good eating sugar mint, too soft. Suggest flavors be checked as both peppermint and wintergreen were poor flavors. Very little flavor was used in the wafers.

### Code 95T

#### Summer Assortment

1 lb. \$1.25

(Purchased in a retail candy store, Atlanta, Ga.)

Appearance of Package: Good

Box: Oblong shape, one layer type. White glazed paper top printed in Orange, blue, red and yellow. Imprint of silhouette in colors. White embossed paper wrapper printed in blue.

Appearance of Box on Opening: See remarks.

Number of Pieces: 32. All summer coated pieces in colors.

Coating:

Colors: Good  
Gloss: None  
Strings: Good  
Taste: Good

Centers:

Buttercreams: Good  
Maple Creams: Good  
Strawberry Creams: Good  
Orange Creams: Good  
Nougat: Good  
Chocolate Coconut Creams: Good  
Orange Jellies: Good  
Lime Creams: Good

Assortment: See remarks.

Remarks: Box is too large for one pound of this size piece. Suggest a divider be used if this size box is going to be used. Assortment is not up to standard, too many creams. Suggest a few hard candy centers, caramels, marshmallow, fudge, and a few nuts be added. Very highly priced at \$1.25 the pound.

## Candy Clinic Schedule For the Year

JANUARY—Holiday Packages; Hard Candies

FEBRUARY—Chewy Candies; Caramels; Brittles

MARCH—Assorted Chocolates up to \$1.00

APRIL—\$1.00 and up Chocolates; Solid Chocolate Bars

MAY—Easter Candies and Packages; Moulded Goods

JUNE—Marshmallows; Fudge

JULY—Gums; Jellies; Undipped Bars

AUGUST—Summer Candies and Packages

SEPTEMBER—Bar Goods; 5¢ Numbers

OCTOBER—Salted Nuts; 10¢-15¢-25¢ Packages

NOVEMBER—Cordial Cherries; Panned Goods; 1¢ Pieces

DECEMBER—Best Packages and Items of Each Type Considered During Year; Special Packages; New Packages

### Code 95U Coated Honeycomb Peanut Butter Bar 1 1/2 ozs. 5¢

(Purchased in a drug store, Chattanooga, Tenn.)

Appearance of Bar: Good

Size: Good

Wrapper: Cellulose printed in brown, white, and yellow.

Bar:

Coating: Fair

Center:

Color: Good

Texture: Good

Taste: Good

Remarks: One of the best peanut butter bars of this kind we have examined this year.

**Code 9A5**  
**Assorted Candies**  
**1 lb.**

Appearance of Package: Good.

Box: Two layer type, extension edges top and bottom. Slip cover. Top printed in blue, white and red. Imprint of candies in colors. Cellulose wrapper.

Appearance of Box on Opening: Good.

Summer Coated Pieces:

Nut Nougat: Good.

Jelly: Could not identify flavor.

Caramel & Fudge: Good.

Coconut: Good.

Nut Crunch: Grained.

Dark Coated Divinity: Good.

Dark Coated Pecan Slices: Good.

Crystallized Brazil and Jelly: Good.

Chocolate Caramel & Nougat (Cellulose Wrapper): Good.

**Molasses Coconut (Cellulose Wrapper):**  
Good.

Assortment: Good.

Remarks: One of the best summer assortments of this kind we have examined this year. It was 90° when this box was received and all pieces were in good condition.

**Code 95V**  
**Assorted Fudgies and Toy**  
**1½ ozs. 10¢**

(Purchased in a drug store, Atlanta, Ga.)

Appearance of Package: Fair

Container: Cellulose bag printed paper clip in blue. Plastic toy.

Candy: Salt Water Taffy

Colors: Good

Texture: Partly grained

Flavors: Fair

Remarks: Very poorly made candy. Package is very highly priced at 10¢.

**Code 9B5**  
**Hard Candy Sticks**  
**7 ozs. 69¢**

(Purchased in a specialty shop,

Geneva, Ill.)

Appearance of Package: Good.

Container: Round acetate container. Printed in red and white. Piece is a

small hard candy stick, partly grained. Cellulose wrapper.

Sticks:

Color: Good.

Texture: Good.

Flavor: Rum and butter, good.

Remarks: A good eating piece but highly priced at 7 ozs. for 69¢.

**Code 9C5**  
**Anise Hard Candy Sticks**  
**4 ozs. 25¢**

(Purchased in a specialty shop, Geneva, Ill.)

Appearance of Package: Good.

Container: Sticks are about seven inches long. Cellulose wrapper. White paper band printed in green.

Sticks:

Color: Good.

Texture: Good.

Flavor: Good.

Remarks: A good eating hard candy stick. Highly priced at 25¢ for 4 ozs.

**Code 9C5**  
**Toasted Marshmallows**  
**1 lb. 39¢**

(Purchased in a chain drug store, Chicago, Ill.)

Appearance of Package: Fair.

Container: Cellulose bag, white paper clip on top printed in red.

Marshmallows:

Coconut: Good.

## SACHETS S<sup>T</sup>NICOLAS

Straight-from

the wire-mill  
to the consumer

### MESH-BAGS

gold  
silver  
colors

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You owe it to yourself to investigate the advantages of coatings made with Durkee's Paramount. Available in varying degrees of hardness, Durkee's Paramount XX, Paramount X, Paramount C and B produce coatings that meet the full range of coating requirements for all seasons of use.

Operators across the country have joined an industry-wide switch to coatings made

with Paramount—for top performance and real economy. Save on production costs and maintain top quality by switching to coatings made with Durkee's Paramount.

Ask your regular coating supplier for more information about coatings made with Paramount. Durkee's trained specialists will be glad to show you how to get top results with these new coatings.

## **DURKEE'S PARAMOUNT**

*One of Durkee's Famous Foods*



**DURKEE FAMOUS FOODS** • ELMHURST, NEW YORK; LOUISVILLE, KENTUCKY; CHICAGO 47, ILLINOIS; BERKELEY, CALIFORNIA

Marshmallow: Good.  
Texture: Good.  
Taste: Good.

Remarks: One of the best toasted marshmallows we have examined this year. Suggest cellulose bag be printed in one color to improve the appearance of the package.

**Code 9H5**  
**Mints**  
**8 ozs. 55¢**

(Purchased in a specialty shop,  
Geneva, Ill.)

Appearance of Package: Good.  
Box: One layer type, oblong, green paper top, name embossed in gold. Cellulose wrapper.

Appearance of Box on Opening: Good.  
Assorted Crystallized Cream Mints in Shape of Roses:

Colors: Good.  
Crystal: Good.  
Texture: Very good.  
Molding: Good.  
Flavors: Good.

Remarks: The best box of cream mints we have examined this year. Very good eating.



**NOW! MAXWELL HOUSE PRESENTS...**

**CAFE PRONTO**

**A PURE COFFEE CONCENTRATE**

A PRODUCT OF GENERAL FOODS

**Just add hot water for that famous  
Good-to-the-Last-Drop flavor  
in ice cream, candies and confections.**

**Bulk packed in 25-lb. moisture-resistant drums.**

**For free samples and information, write to:**

**CAFE PRONTO, MAXWELL HOUSE DIVISION, HOBOKEN, N. J.**

**Code 9E5**  
**Sugared Peanuts**  
**2 ozs. 10¢**

(Purchased in a chain drug store,  
Chicago, Ill.)

Appearance of Package: Good.

Container: Cellulose bag printed in black, yellow and white.

Peanuts:

Coating: Good.  
Peanuts: Well roasted.  
Taste: Good.

Remarks: The best sugared peanuts we have examined this year. Very well made and good eating.

**Code 9J5**  
**Butter Rum Mints**  
**7 ozs. 69¢**

(Purchased in a department store,  
Chicago, Ill.)

Appearance of Package: Good.

Container: Round slip cover tin printed in orange; white and gold stripes.

Mints:

Color: Good.  
Texture: Good.  
Flavor: Good.

Remarks: A well made mint, good eating. One of the best of this kind we have examined this year. Highly priced at 7 ozs. for 69¢.

**Code 9K5**  
**Half Chocolate**  
**Dipped Coconut Squares**  
**14 ozs.**

Appearance of Package: Good.

Container: Oblong shape box, extension edges top and bottom. Two layer type, full telescope. Green paper top printed in white, brown, buff and orange. Imprint of coconut square and fruit in colors. Cellulose wrapper. Squares are on layer board and wrapped in cellulose.

Squares:

Colors: Good.  
Chocolate: Good.  
Texture: Good.  
Flavors: Good.

Remarks: The best coconut piece of this kind we have examined this year. Well made and good eating. Neat and attractive box. Pieces were well packed, in very good condition.

**Code 9L5**  
**Coconut Macaroons**  
**½ lb. 29¢**

(Purchased in a department store,  
Chicago, Ill.)

Appearance of Package: Good.

Container: 15 macaroons on a layer board printed in red. Cellulose bag.

Macaroons:

Color: Good.  
Toasting: Good.  
Texture: Good.  
Taste: Good.

Remarks: The best coconut macaroons we have examined this year. Cheaply priced at 29¢ the half pound.

**Code 6T5**  
**Walnut Caramels**  
**6-2/3 ozs. 19¢**

(Purchased in a chain drug store,  
 Chicago, Ill.)

**Appearance of Package:** Good.

**Container:** Cellulose bag printed in red, white and blue. Paper clip on top printed in yellow, red and blue. Caramels wrapped in printed white wax paper. Three cards of different dogs in colors. Name, etc., on reverse side.

**Caramels:**

**Color:** Good.

**Texture:** Good.

**Taste:** Good.

**Remarks:** The best caramels of this type we have examined this year. Cheaply priced at 19¢ for 6-2/3 ozs. Attractive cellulose bag.

**Code 6L5**  
**Toffies**  
**1 lb. \$1.15**

(Purchased in a department store,  
 Chicago, Ill.)

**Appearance of Package:** Good.

**Box:** One layer type, folding, fold in cover. White printed in red and blue. Cellulose wrapper.

**Appearance of Box on Opening:** Fair. Toffies wrapped in wax paper.

**Toffies:**

**Colors:** Good.

**Texture:** Tough and stuck to the teeth.

**Flavors:** Poor.

**SUGAR -**  
**\$2.50 a lb.**

When we read recently that sugar sold for \$2.50 a pound in London in 1482, and 15¢ in 1814, it occurred to us that sugar prices often reflect momentous historical events. Here is what a list of prices reveal, with their historical settings:

1482	\$2.50 lb.	Turkish Rule of Middle East
1525	.50 lb.	Opening of New World
1810	1.50 lb.	Napoleonic Wars
1815	.15 lb.	End of Napoleonic Era
1920	.265 lb.	Following World War I
1932	.037 lb.	Low Depression Price

Although "Futures" is a part of our business, "Pasta" keep us on our toes too, in a constantly changing world.

**CHARLES FUCHS & CO.**  
 Sugar Brokers

120 Wall St., New York 5, N. Y.  
 Bowling Green 9-7171

Member  
 N. Y. Coffee & Sugar Exchange, Inc.

**Remarks:** Suggest butter be checked up as all toffies had an "off" taste. Very highly priced at \$1.15 lb. Suggest M.S.T. cellulose be used for wrappers. Formulas need checking up as toffies stuck to the teeth and were hard to eat. Very cheap box for this priced confection.

**Code 6Q5**  
**Milk Coated Cordial Cherries**  
**1 lb. 69¢**

(Purchased in a chain drug store,  
 Chicago, Ill.)

**Appearance of Package:** Good.

**Box:** Two layer type, window on top.

Printed in yellow, blue and white and red. Imprint of a cluster of cherries in red and green. Cellulose wrapper.

**Appearance of Box on Opening:** Good.

Cherries are cupped and in a crate divider top and bottom layers.

**Coating:** Milk Chocolate, Good.

**Color:** Good.

**Strings:** Good.

**Gloss:** Good.

**Taste:** Good.

**Centers:**

**Cordial:** Good.

**Flavor:** Good.

**Cherries:** Good.

**Remarks:** The best cordial cherries we have examined this year at the price of 69¢ the pound.



Next to "know how",

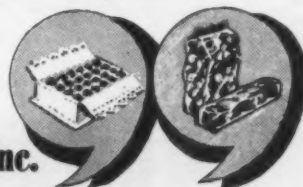
**ingredients are the most important factor in successful candymaking.**

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**\* Penford Crystal Corn Syrup**

**\* Douglas Confectioners' Thin Boiling Starch**

**\* Douglas Confectioners' Moulding Starch**



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**NU-KREME**

THE MOST OUTSTANDING DEVELOPMENT  
 for use in making the following:

**WHIPPED CREAMS**

**SEA FOAM KISSES . . . SHORT NOUGATS**

**HAND ROLLED CENTERS . . . SWISS HAND ROLLS**

NU-KREME is a light, white, highly tender and more mellow egg product which insures unusually zestful taste and improved character in finished candies.

**NU-KREME . . . First Again!**

In the past, NU-KREME has brought the Candy Industry such valuable products as Soft Flowing Creams, Short Turkish Nougats, Swiss Hand Rolls and an improved Cut Slab Marshmallow . . . NOW . . . A truly Outstanding Whipped Cream that will stimulate business for YOU . . . A Real Sales Booster.

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*Flavor*



*Unsurpassed*

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## the manufacturing retailer

# The Retail Kitchener can also Rise and Shine

by ALFRED E. LEIGHTON, *consultant*

**F**or the sake of clarity let us define the term "Retail Kitchen Operator" as that member of the candy craft who operates his own candy store, and makes his own candies in his own kitchen; usually located in the back of his store. Essentially, but not necessarily, he is a one store operator, although he may run two or more, and still come within the scope of our definition. His operations, whether confined to one store or several, are comparatively small measured alongside other segments of the industry. Nevertheless, he has potential, and in various respects the retail kitchener is unique and enjoys certain advantages which offset the penalties of smallness. As the neighborhood purveyor of delightful confectionery, he is well regarded. His operations are flexible, highly responsive to market considerations, and his success limited only by the extent of his imagination, his skill as a candy craftsman, and his financial resources.

Other things being equal, the retail kitchener can, if he is ambitious, develop, expand and grow successfully. But that requires the exercise of skill, pride of craftsmanship, and the possession of a modicum of that not too common a personal characteristic: namely common sense (manifest as good business judgement and acumen). Not a few present day medium to large candy manufacturers started out in a small way, by dedicated persons, who operated retail candy kitchens.

The operational flexibility of the retail manufacturers business is due to its domination by one man who does not have to consult with a committee in conference, in order to make changes in price, up or down, or the size of a container, or the thickness of the chocolate coating enrobing a cream center. His decisions are his own, and he is free to change them as conditions warrant. Results reflect his personality and he can carry on and make individualised

novelties and specialties with a freedom not possessed

In such ways are reputations established with the by the more inhibited sections of the trade.

personal touch always in evidence, and a good name built up locally and beyond. Neighborhood candy lovers learn to know the kitchen's specialties, inform friends, and bring in visitors. The creation of a mailing service requires little additional effort, but it widens the operators reputation for good candies by quite a bit.

### **The Home Made Candy Theme**

Not a few successful retail manufacturing businesses have been built around the basic idea of home-made-kitchen-fresh candies. The idea has almost universal appeal to the consuming public; for it implies that the goods on sale are of the quality that "Mother used to make", made by tender hands in the kind of kitchens remembered so well from junior days.

### **The Ingredients of Success**

So never underestimate the Home-made standard, or sell it short. The feeling of confidence in the purity and essential goodness of confections built up and envisaged in the mind of the consumer by the home-made label, cannot be discounted. This in turn means that the candy kitchen operator can buy nothing but superior grades of ingredients for his candies. Quality must be an obsession. The best grades of chocolate, sugar, corn syrup, honey, molasses, milk, cream, egg white, butter, edible fats, nuts, fruits, and flavors are obligatory. In operating a retail kitchen it should never be a matter of compromise or expediency to buy second rate ingredients on a rising market just to save pennies. Instead, the operation flexibility already mentioned, permits the operator to cover his increased costs by appropriate increases in the retail prices, changes in size or variations in assortments. Once a reputation for quality has been established, candy lovers will pay higher prices when necessary for their favorite confections; so long as they are convinced that customary excellence of quality is being maintained. However, when quality slips, sales slip also, and sooner than anticipated by the operator. The public is not long in noting the slip-slide, resenting the lowering of standards while higher prices are in evidence; it then acts accordingly.

### **Equipment for the Retail Kitchen**

The size of the candy kitchen as well as the finances of the operator, frequently govern the type of equipment available, and the variety of the operations carried on therein. Reduced to the minimum of simplest pieces, these will include kettles of suitable sizes, a forced draft gas furnace, cooling slabs of marble or metal (water cooled), wooden work tables that double for cooling, storage racks and shelves, hot table with or without gas furnace, pulling hooks, sizing bars for cooling tables, work turning bars for hard candy, bon-bon pots and accessories, weighing scales, measures, thermometers, candy shears, cutting knives & boards, palette knives, egg whisks, pans, trays, brushes, sieves, saucepans, (both single & double) of assorted sizes, stirring paddles, rubber moulds,

etc. heavy waxed paper, kraft, starches & flours. The items enumerated are the irreducible minimum, but as operations & finances expand with accompanying diversification, more equipment can be added. Such items as thermostatically controlled chocolate melters, dipping pots & tables, extrusion presses for center making, (so-called hand-roll machines), package steam boilers, steam jacketted kettles for jelly and jam making, electric mixers for foams, marshmallows & nougat making, guilotines, cutting frames, junior enrobers, depositors, mixing kettles (with double-action stirrers), gas fired vacuum kettles, pulling machines & a few other miscellaneous junior size machines that are now being made for the retail manufacturer, and the small operator in general, can be included as and when needed.

### **The Retail Manufacturing Business is Two Sided**

The retail kitchen operation has two sides that complement each other. (1) production, (2) retailing & merchandising. In order to maintain manufacturing as an all-the-year-round activity both the kitchen and the store should be air conditioned. Without such aids chocolate work, and to some extent hard candy & caramel work, have to be curtailed in summer and on hot humid days in other seasons; or manufacturing switched into lines that are not affected too much by humidity & warmth. Fortunately, package units for air conditioning are procurable, function well, and are reasonably priced. Air conditioned areas should be confined within semi permanent, but moveable partitions for operationality; so that concentration of conditioning can be flexibility; so that concentration of conditioning can be achieved in special locations, with accompanying economies. The warmth from cooking operations is thus prevented from increasing the load on the air conditioning units. No pretense is made that all retail kitchens must have air conditioning equipment. But it's presence is necessary for uninterrupted manufacturing of all desirable types, at all times; for continuous profits. Ingenuity is at a premium with the retail manufacturer. If he is good, he can frequently improvise his own simple equipment, facilities, and even methods. And thereby keep thumbs down on mounting expenses.

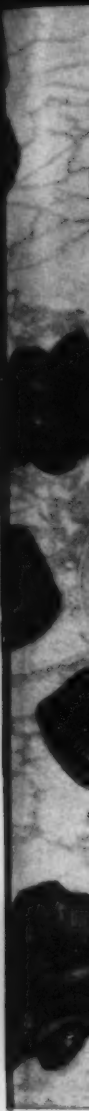
So far as the store itself is concerned this should be air conditioned for the better keeping of displayed candy and for customer comfort. It should be attractive and in good taste—it can elaborate or develop along the lines of some motivating force such as School, Seashore, Nautical, Colonial, European, or any suitable idea that lends itself to a theme which can be enlarged upon for sales and merchandising effects. The store should be the acme of cleanliness and tidyness, sweet smelling, and staffed by friendly cheerful personnel. All confectionery displayed should be covered and kept dust free, in or under glass show cases. The handling of unpacked candies by sales personnel in the making up of special assortments for customers, should always be done with either tongs or scoops—never with uncovered hands. Occasionally, disposable squares of clean glassine paper may be used once to handle candies in

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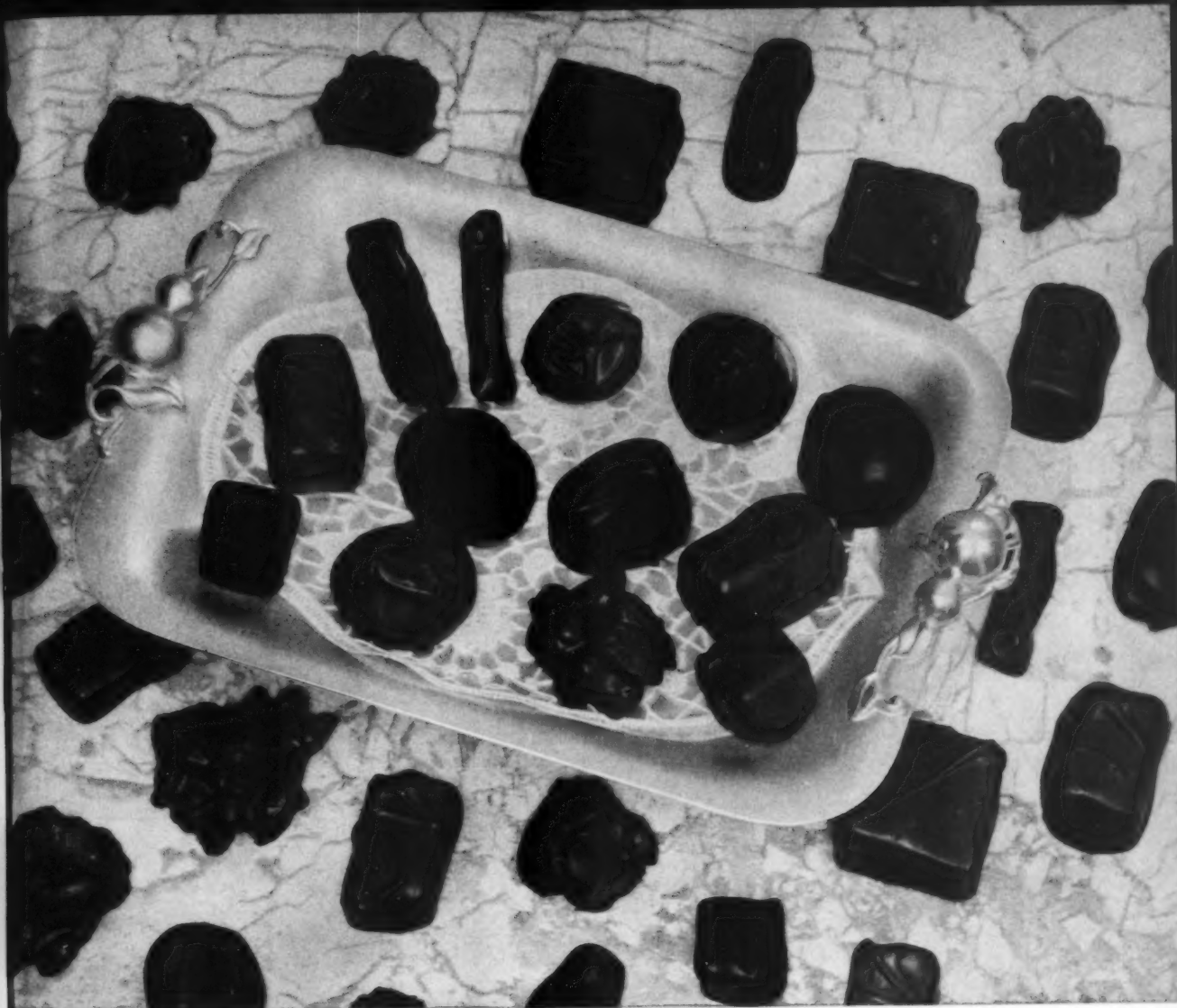
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# *Chocolate Coatings*

**by**

*Ambrosia*  
FOOD OF THE GODS®

**chocolate  
coatings  
for your**

*finest*

**candies**



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**Ambrosia Milk Chocolate Coatings** that are a blending of creamy-rich milk from America's Dairyland with mellow, smooth Chocolate liquor.

**Ambrosia Vanilla Chocolate Coatings** that are carefully balanced to preserve all the delicate touch of costly Vanilla in the smooth, smooth Chocolate.

**Ambrosia "Fondant" Chocolate Coatings**, both Milk and Vanilla, to *please* the confectioner with a continental taste . . . and of course Ambrosia Bitter Sweet Chocolate Coatings and Chocolate Liquors, too.

All Ambrosia Chocolate Coatings are recognized for a smoothness that complements your creamiest centers; flavor that is full-bodied and rich; and a workability that assures success to the most demanding candy craftsman in their skillful stringing and glossy finish.

- We'll be glad to send you complete information about these "Food of the Gods" quality Chocolate Coatings for your finest Candies. Just send your inquiry to:

**AMBROSIA CHOCOLATE COMPANY**

1109-21 N. Fifth St., Milwaukee 3, Wisconsin

Manufacturers of Fine Quality Chocolate and Cocoa Since 1891

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a sanitary manner—but the papers can be a nuisance. Packaged candies on sale should be attractively boxed, in appropriate sizes for the weight of candies they contain—never in overlarge or slack packages; because the impressions of short weight or deceit are created by incompletely filled boxes. Such poor sales tactics do not develop repeat business, and are shunned by the good business man. Seasonal items for special events such as St. Valentines Day, Mothers Day, Easter, Sweetest Day, Xmas Day, etc., should be prepared in ample time to be attractively displayed for each of the events.

#### Candy Types and Specialties Suitable for the Retail Kitchen Production

The nature & types of candy that can be made will depend upon the equipment, facilities, and the size of the kitchen as a working area. Simply stated, caramels and fudge in all their variations, are standard requirements. When made with plenty of dairy cream, dairy butter, nuts, and occasionally fruits, they are irresistible. Nougats, marshmallows & bonbons—the latter two in assorted flavors and colors are also good items. In connection with the foregoing items, the operator can purchase such adjuncts as nougat cremes & other aerated items (known as frappees or mazettas), caramel pastes, and various types of fondant, from suppliers who specialize in their manufacture. Small operators who do not have the conveniences to make up their own will find such purchases to be of good quality. They are certainly

time savers for the candy maker short of facilities. Nougat or marshmallow rolls, caramel covered and rolled in nut pieces, and then sliced, are always good for a sales pull. Featured in boxes of Home Made Candies, they help dress up an assortment. Hard candy has a perennial appeal especially when carrying a high gloss. In the form of sticks or buttercups, with plastic centers, there is a steady demand for them in most areas. Peanut brittle made with dairy butter is in steady demand once it has been sampled, so too, are certain pop corn items.

The foregoing can all be made with the simplest equipment found even in the modestly furnished kitchen. For those kitchens that are more completely equipped, a diversified list of items can be made. Molasses flavored pieces, coconut pieces, honey candies, pure maple sugar molded creams, marzipans, truffles, colorful sanded pectin jellies, date, fig, apple, and prune centers chocolate covered, almond-butter-brittles, crystallized fruits and peels, can become novelties and house specialties. They lend glamor and appeal in an assortment either boxed or displayed. Properly made, and appropriately packaged, they build reputations for fine confections that repeat. The list is limited only by the operator's craftsmanship and imagination. Space limitations preclude the presentation of typical formulas for all of the items enumerated. A few, however, which can be taken as guides, subject to modification by the candy maker in self-expression, and adjusted for localities, are given as follows.



...a brand new **CANDY** ingredient  
that's really different!

## CRANSWEETS\*

*—the sweetest cranberries in all the world!*

Delicious Cransweets are firm, whole processed cranberries, ready to be used in a cordial center. They're made by a process that retains both the natural color and the distinctive cranberry flavor. Sweetness is added, but a touch of tartness remains to provide that mouth-watering appeal. Cransweets are as easy to handle as other fruit centers. Available in graded sizes ranging from 1300 to 3000 count per gallon—six pounds of drained fruit. Add taste-tempting cordialized Cransweets to your candy line now.

\*Trademark of Wisconsin Alumni Research Foundation

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Get acquainted with Cransweets. Obtain a generous sample, by sending a request on your letterhead to:

**CRANBERRY PRODUCTS, Inc.**  
EAGLE RIVER, WISCONSIN





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**KRIST-O-KLEER makes candies taste better!** Because KRIST-O-KLEER Invert Sugar controls moisture—it helps keep the true, fresh flavor from drying out of candies.



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Order today from National's full line of KRIST-O-KLEER invert and partial invert sugars.

**THE NATIONAL  
SUGAR REFINING CO.**

New York, N. Y. and Philadelphia, Pa.

### Some Simple Formulas for the Retail Kitchen

There is no magic about formulas—they are matters of common knowledge recorded in candy books, suppliers publications, and the magazines of the trade. Of far greater importance is the retail manufacturer "know how", imagination and obsession on quality. As enumerated earlier, ingredients of the highest quality, from chocolate and the free use of dairy cream and butter, the best, and an abundance of wholesome nuts & fruits, preserved peels, superior flavors and onwards, are not matters for compromise—they are essential for the success of the retail manufacturer's business; nothing else will do so much to ensure it—regardless of formulas.

#### A Simple & Basic Fudge Formula.

Sugar 12 lbs.  
Corn Syrup 4 lbs.  
Sweet Cream (18%) 1 gal.  
Butter (dairy)  $\frac{1}{2}$  lb.  
Evaporated milk  $\frac{1}{2}$  gal.

Cook to 242° F. at sea level—remove from heat—keep stirring—add vanilla flavor—rub paddle on kettle side to start grain. When thick pour on to oiled wax paper spread over wooden work tabletop. Mark with cutter & cut into squares when cold.

The above formula can be used for making chocolate fudge by just adding 2 lbs. sweet chocolate & 1 lb. chocolate liquor at the end of the cooking.

For fruit & nut fudge use the above formula & add chopped nuts (walnuts, pecans, almonds, brazil nuts), crystallized pineapple, cherries, warm nuts & fruits & add at the end of cooking.

#### A Basic Caramel Formula.

Sugar 12 lbs.  
Corn syrup 9 lbs.  
Butter (dairy)  $\frac{1}{2}$  lb.  
Cream 20%  $1\frac{1}{2}$  Gal.

Cook & mix all ingredients except cream over slow fire to 238° F.—add  $\frac{1}{2}$  gal. cream gradually & cook to 242—add balance of cream & stir—raise to 248. Pour onto oiled slab between bars. Mark & cut when cold.

For maple caramels substitute half of the sugar in the above formula with maple sugar & continue as before.

For Chocolate Caramels use basic formula but add  $1\frac{1}{2}$  lbs. chocolate liquor after all the cream has been added—and finish as before.

For Honey Caramels use 6 lbs. strained honey for half of the sugar in the basic formula and 3 gals. cream (18%), using  $1\frac{1}{2}$  gals. cream cook to 242° then add  $\frac{1}{2}$  gal. cream gradually & cook to 242 again. Then add balance of cream & cook to 248° over slower fire. Add nuts & fruits (warmed & surface dried). Mix & pour onto oiled slab—cut when cold.

Coffee Caramels use basic formula—take the equivalent of  $1\frac{1}{2}$  lbs. of regular coffee in paste or instant coffee form, & add this to the mixture before cooking. Proceed & finish as in basic formula.



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STEP-UP SALES for  
SPRING and EASTER



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New and Original Soft Stuffed Toy Creations . . . By  
America's Foremost Toy Designers. They're  
Easter Rabbits in all sizes and color combinations, feather  
chicks, downy ducks and dozens of other novelty  
toys . . . all especially suited for The Candy Trade, to retail  
from \$1.25 to \$10.00. Call or write TODAY for a  
showing of these most unusual toys.

**The RUSHTON COMPANY  
and ATLANTA PLAYTHINGS CO.**

1275 Ellsworth Drive, N.W.

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**SALES OFFICES**  
New York  
Chicago  
Los Angeles



New formula . . .

## VANILLA ALMOND BUTTERCREAM

Here's a candy that's sure to attract new customers and increased sales for you. It's got that all-important *almond sales appeal*. Send today for the formula, and you'll see what we mean. And when you make this popular Almond Buttercream be sure you use California's finest Blue Diamond Almonds. They're double-sorted, free from dust, bitters and foreign particles, with controlled minimum moisture content. Write on your letterhead for samples and current favorable prices.

**Blue Diamond ALMONDS**

CALIFORNIA ALMOND GROWERS EXCHANGE  
Sacramento, Calif.



Sales Offices: 100 Hudson St., New York 13, and 549 W. Randolph St., Chicago 6

**Nut Caramels.** Use basic formula—when cooking is complete add warm surface dried nuts & fruits chopped fine—finish as before.

**Nougat Montelimar.** Sugar 8½ lbs.; corn syrup 7½ lbs.; Honey (strained—floral type) 2½ lbs.; Almonds 4 ; i actl sPs. ostnu bih 1 lb.; Glace ..... fruits cherries, pineapple, kumquats etc. 1½ lbs.; Egg albumen powder 2 ounces dissolved in scant pint water; vanilla flavor, & or orange, quantity sufficient. Cook sugar & corn syrup to 266° F., (sea level) add honey & just bring back the boil. Beat the egg albumen dissolved in water as per formula to a light foam. Dry all nuts & fruits in a warm oven & keep warm. Pour the cooked items in a electric mixer (nougat beater) & start beating. Add the whipped albumen—beat to a light & firm state—add warm nuts & fruits & mix well (at slower speed)—pour onto wafer lined slab between bars—cover with wafer paper let set & when cold cut & wrap in waxed paper.

**Cut Marshmallow for Chocolate Coating.** Sugar 11½ lbs., Corn syrup 9 lbs., Honey 4½ lbs., water 5½ lbs. Gelatine (225 bloom) 10 ounces. Soak gelatine in 2½ lbs. water & set aside. Place sugar & balance of water in kettle & heat until dissolved—add corn syrup with gelatine solution & mix until gelatine is completely dissolved (warm if necessary) add honey—place the combination in beater & beat until 1 gal. weighs 3½ lbs.—color & flavor as desired. Pour onto paper covered table—dust mm with 50-50 rice starch & sugar mixture. When the mm has set, moisten paper with water & remove—dust bottom with starch sugar mix—cut with moistened roller knife—roll cut pieces in starch sugar—allow to dry for a short time & coat in chocolate.

**Almond Paste for Center & Novelty Pieces.** Sugar 12 lbs.; Corn syrup 4 lbs.; water 4 lbs.; Cook sugar, corn syrup & water to 242—then pour into 10 lbs. Almond paste—stir & beat vigorously until pasty—add very small amount bitter almond oil & blend—color a delicate green if desired. Use paste for centers or moulded pieces.

**Basic Fondant For Centers & Other Uses.** Sugar 20 lbs.; Corn syrup 5 lbs.; Invert sugar 2½ lbs.; water 6½ lbs.; Heat all items in kettle until they boil with occasional stirring—wash down sugar grains & boil quickly to 242° F. (sea level)—cool to 110 & cream into fondant. For uses other than casting boil to 244-246. This fondant can be used in one hour, or stored for later use. To prevent crusting on storage, rub some warm invert sugar on sides & bottom of container—also spread some on top of fondant surface—use as needed.

**Fondant for Bon-Bon Dipping & Cream Wafers.** Sugar 30 lbs.; water 10, Corn syrup 2 lbs.; Cook sugar & water in covered kettle until it reaches the boil—remove cover—add corn syrup & cook to 238° F.,—pour onto water moistened cooling slab—cool to 100° F., & cream up with paddle—cover mass with clean damp cloth. Fondant can be used after 1 hour. Place unused portion in container—cover with clean damp cloth—use as needed. Fondant can be colored & flavored for both bon bon dipping & making of cream wafers.

# Supply Field News

An identifying seal has been adopted by the aluminum foil division of the aluminum association for "Aluminum Foil Protected" packages. The seal will be made available by the foil division to qualified manufacturers; and converters for use on all approved types of aluminum foil packaging.



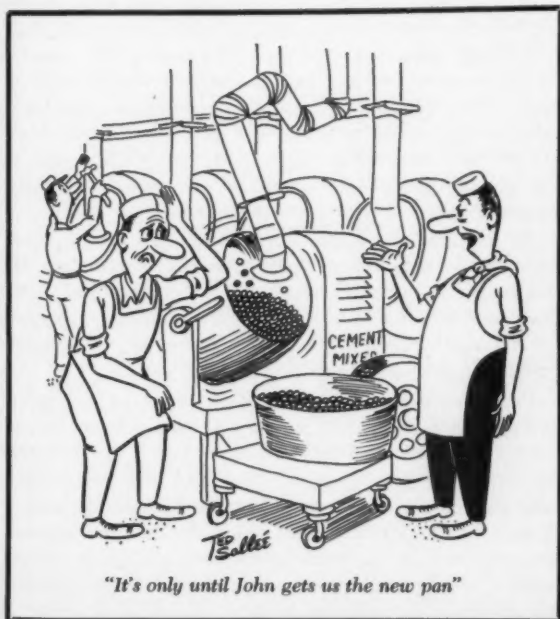
The check-mark is designed as a symbol for use on packages employing aluminum foil to emphasize to the consumer that the products quality and freshness has been sealed in and protected by foil.

L. A. Curtis has been named Vice President of Sales of Package Machinery Company. Mr. Curtis was formerly general sales manager of the company.



F. J. Corcoran has been named General Sales Manager of the Groen Mfg. Co., Mr. Corcoran had been serving as west coast sales manager in the San Francisco offices of the firm. He succeeds Elmer W. Barth, who is retiring after 18 years with the company.

Richard B. Rice, manager of the Boston office of the Merckens Chocolate Company for the past thirteen years, has relinquished the duties of managerial work for reasons of health; and has become a special sales representative in that area. James P. Gray has taken over the active management of the New England territory for this firm.



Specialists in

## Honeycomb Chips

Round out your package line with one or more of these new centers.

Molasses Honeycomb Chips  
Miniature Molasses Honeycomb Chips  
Chocolate Cream Chips  
Peanut Butter Krisps  
Peanut Butter Stix  
Mint Cream Stix  
Cinnamon Cream Stix  
Ting-A-Ling  
Tropical Honeycomb Fruit Chips  
Mint Honeycomb Chips  
Black Walnut Chips  
Twigs  
Special Items Made To Order

For more details on these items write for our descriptive price list.

### C & C Candies, Inc.

2149 W. Roscoe St., Chicago 18, Illinois

## "BUSH" Manufacturing Chemists

Since 1851 we have specialized in the distillation of Essential Oils and the manufacture of Flavoring Materials and Food Colors, and over this long period have established and maintained a world-wide reputation for Quality.

### SOME OF OUR SPECIALTIES

#### IMITATION PINEAPPLE FLAVOR 4253

One of our outstanding specialties, imparting the character of the true fruit, a real fresh pineapple flavor.

#### IMITATION COCONUT FLAVOR 4127

Accurately reproduces real coconut flavor. For all types of candy; a necessary ingredient wherever coconut is used; particularly valuable for reinforcing the flavor of shredded coconut.

#### IMITATION JAMAICA BANANA FLAVOR

This preparation gives the flavor and aroma of the ripe red Banana to a remarkable degree.

— Write for Samples and Full Directions —

## W. J. BUSH & CO.

Incorporated

19 W 44th ST. NEW YORK, N. Y.

605 W. Washington Blvd.  
Chicago 6, Illinois

3525 E. Olympic Blvd.  
Los Angeles 23, Calif.

P. O. Box 797, Montreal, Canada

ALWAYS AT YOUR SERVICE

In Cocoa Since 1899

**EMIL PICK CO.**

COCOA BROKERS

80 WALL ST.

NEW YORK, N. Y.

Bowling Green 9-8944

COCOA BEANS - COCOA BUTTER

Cocoa and Chocolate Products

**HOOTON**

**CHOCOLATE**

COATINGS • LIQUORS • COCOAS

• A dependable source of supply for taste, appearance, and uniformity. Top performance—both product and service will appeal to you.

**HOOTON CHOCOLATE COMPANY**  
NEWARK 7, NEW JERSEY

**Attention!**  
**Chewing Gum**  
**Manufacturers**

For a Better Product  
For Bigger Sales . . .

Buy these famous brands of AMERICAN GUM BASE

• **BLUE RIBBON BRAND**

• **CERTIFIED BUBBLE BRAND**

The chewing gum you make can only be as good as the base you use.

Decide now to improve the quality of your own product by incorporating the more than 50 years of experience and technical "know-how" that have made American chewing gums the world's finest. Write for free formula information, samples and prices.



**GUM BASE, INC.**

33-34th Street  
Brooklyn 32, N. Y.

*"The Base of your Business"*

## CALENDAR

September 11-14—Philadelphia Candy Show, Ben Franklin Hotel, Philadelphia, Pa.

September 15-18—Annual Meeting Packaging Machinery Manufacturers Institute, The Homestead, Hot Springs, Va.

September 22-23-24—Michigan Tobacco & Candy Distributors Association convention at the Statler Hotel, Detroit, Mich.

September 27—Candy Executives Club Annual Shore Dinner.  
September 29-30 and October 1—Indiana Tobacco & Candy Distributors Association Convention-Meeting at the Claypool Hotel, Indianapolis, Ind.

October 18—Candy Executives Club 25th Anniversary Meeting.

December 9-10—Western Confectioner Salesmen's Assn. Annual convention, Congress Hotel, Chicago, Ill.

March 1-2, 1956—Western Candy Conference, Sheraton-Palace Hotel, San Francisco.

June 10-14—National Confectioner's Association Convention and Exposition, Statler Hotel and Mechanics Hall, Boston, Mass.

## SUGAR REPORT

by Charles Fuchs

During the past month a radical change has been made in the selling areas of the South and West where competition seems to be keenest. This applies to both beet and cane sugars. First, attractive prepaids were eliminated and then prices were increased by 10 to 15¢ a cwt. The net result when all this was accomplished, was a higher price to buyers of as much as 30¢ to 40¢. It is the general opinion that it resulted from early selling pressure by beet interests, in the belief that more sugar could have been marketed this year due to the expectation of a quota increase for these sellers, which failed to materialize. Considerable publicity was given sugar legislation which could have brought this about, and, while at one time it seemed action was certain, the rush in the last few days of Congressional sessions, prior to the recess, resulted in a postponement until next year.

In the Eastern market conditions have been much more stable with the average spot raw sugar price for the month of July 5.95, as against a first six months' average of 5.92. This level will rise for the month of August for many sales have been made above 6.00, the market being 6.03 and 6.05 as this is written.

Deliveries are still running well ahead of last year, about 150,000 tons to be exact, and from present indications the figure of 8,500,000 tons estimated by Washington for distribution this year could very well be reached.

In looking ahead, see no reason for any change in the current basic Eastern refined price through the balance of the year, with the trade maintaining practically no inventory and purchasing actual requirements only, which has now been the policy for months.





## The MANUFACTURING CONFECTIONER'S

# Clearing House



### MACHINERY FOR SALE

#### FOR SALE

Model S #3 Savage Fire Mixers.  
50 gal. Model F-6 Savage Tilting Mixers, stainless kettle.  
200 lb. Savage Flat Top Marshmallow Beaters.  
Marrow Cut-Rol Cream Center Machine.  
50" two cylinder Werner Cream Beater.  
1000 lb. Werner Syrup Cooler.  
200 lb. to 2000 lb. Chocolate Melters.  
Simplex Gas Vacuum Cooker.  
Simplex Steam Vacuum Cooker.  
600 lb. Continuous Vacuum Cooker.  
Form 6 Hildreth Puller.  
6', 7' and 8' York Batch Rollers.  
National Model AB Steel Mogul.  
National Wood Starch Buck.  
38" Copper Revolving Pans.  
Ball and Dayton Cream Beaters.  
Standard Werner Automatic Ball Machine.  
We guarantee completely rebuilt.

#### SAVAGE BROS. CO.

2636 Gladys Ave. Chicago 12, Ill.

### MACHINERY FOR SALE

**FOR SALE:** 50 Gal Double Action Agitating Tilting Kettle, steam jacketed, motorized, in excellent condition. Box 851. **The MANUFACTURING CONFECTIONER.**

**FOR SALE:** Reasonably priced—Cut rolls, choc. melters, cream beaters, candy furnaces, cooling slabs, enrobers, drop frames & rollers, copper kettles, pulling machine, cutting machines, and other equipment. S. Z. Candy Machinery Co. 1140 N. American St., Phila. 23, Pa.

#### FOR SALE

Lehmann 2-pot Rotary Conges.  
Mill River Depositor for chocolate.  
5000-lb. Lehmann Liquor Tanks (unused).  
Bramley Mills (unused).  
Hohberger Cream Machine, complete installation.  
GH-2 Wrapping Machines (excellent condition).

Box 140

**FOR SALE:** Tray Lock Machines type TL-B-EL, end lock. Also several TLA machines for setting up and side locking. All units in good order. Box 1149. **The MANUFACTURING CONFECTIONER.**

**FOR SALE:** Hudson Sharp Box Wrapper, 4 3/16 x 1 1/2 x 1 3/16 for wax paper or cellophane, electric eye. Lynch large Mint Wrappers with electric eye. Box 1147. **The MANUFACTURING CONFECTIONER.**

**FOR SALE:** National Equipment steel Mogul and Sifter complete; Simplex Steam Cooker, high dome; Racine Depositor; Fitzpatrick Model D Commutator. Box 357. **The MANUFACTURING CONFECTIONER.**

**FOR SALE:** Factory new 7" Nielsen Baby Model Chocolate Coater. At fraction of original price for quick sale. Box 860. **The MANUFACTURING CONFECTIONER.**

**FOR SALE:** F & B Cream Ball Beater, 4 ft. 3HP, single phase 115/230 volts 60 Cycle. Very little used. Perfect condition. Price \$600. F.O.B. Atlanta, Georgia. Hanes Supply Company, 131 Mangum St., S.W., Atlanta, Ga.

**FOR SALE:** MINIATURE CHOCOLATE MOLDS, in good condition, five diff. designs, appr. 70 pieces to a lb.-Sale for 1/3 of new value. Box 954. **The MANUFACTURING CONFECTIONER.**

**FOR SALE:** Racine Model M. die pop machine and tumbler. Completely rebuilt & in perfect condition. Write: Jobbers Candy Company, P. O. Box No. 22. Bristol, Va.

### MACHINERY FOR SALE

**FOR SALE:** 2 Wood Moguls with 2 depositors each. Assortment of pump bars including 2/12 pump Mill River.

1 Foil Wrapping Machine. Foil wraps Mints, Chocolate Covered Cherries, Easter Eggs. Speed 95 pieces per minute.

1 24 inch enrober, National Equipment—rebuilt, with Feed Table.

1 6 Ft. York Batch Roller.

1 Confectionery Machinery Company Continuous Fondant Machine, size 24 type O—never been used.

1 Ideal Caramel Wrapping machine with stoker. Caramel size 3/4 x 3/4 x 3/4 to 1/2.

1 #500 Rose Twist wrapping machine. Wraps pieces 1/2 x 1 1/4.  
Box 862. **The MANUFACTURING CONFECTIONER.**

### MACHINERY WANTED

**WANTED:** Cut Roll Machine in good condition. State price in reply. Prefer one located in Philadelphia area Box 951. **The MANUFACTURING CONFECTIONER.**

**WANTED:** Need a 30 and a 40 single pump for National Equipment Depositor will pay cash. Box 955. **The MANUFACTURING CONFECTIONER.**

**WANTED:** Horizontal Automatic batch rollers, pulling machine, Forgrove or Ideal Wrapping Machines. State price and condition. Top quality only. Box 9510. **The MANUFACTURING CONFECTIONER.**

**WANTED:** Syntron vertical vibratory parts feeders models EB-0 through EB-4. Also, equipment for bundling or overwrapping several caramels. Paul F. Beich Company, Bloomington, Illinois.

**WANTED:** Shell moulding plant, automatic or semi-automatic. Also Hudson Sharp Machine for items 3 to 3 1/2" long, approximately 1" wide. Rasch foiling machines. Box 9511. **The MANUFACTURING CONFECTIONER.**

**WANTED:** Rose Triumph Kiss Twist Wrapping Machine, High Speed. Box 9512. **The MANUFACTURING CONFECTIONER.**

### MISCELLANEOUS

**FOLDING CANDY BOXES:** All sizes carried in stock for prompt delivery. Plain, Stock Print or Specially printed. Write for our new catalog of Everyday and Holiday Fancy Boxes, and all Paper Products used in the manufacture and packaging of candies. **PAPER GOODS COMPANY, INC.,** 270 Albany Street, Cambridge 39, Mass.

**FOR SALE:** 5 Ft. Racine Snow Plow Cream Beater, with 5 H.P. Motor. Capacity 300 pounds. Excellent condition. Merror Cut-Rol. Mills Hand Drop Machine. Mills gas batch warmer. Nut cooker. Dipping tables. A. E. Cramer, Barbara Fritchie Shoppes, Frederick, Md.

One Hildreth pulling machine form (3) in good condition \$300. Mack Candy Co., Ocala, Fla.

## HELP WANTED

**WANTED: PAN MAN**—Working foreman for leading New York City plant. Experienced in Jordan almonds, jelly beans, choc. work. Box 855 The MANUFACTURING CONFECTIONER.

**WANTED:** Superintendent for new Midwest Division prominent national candy bar manufacturer. Knowledge of enrobers, wrapping machines and candy manufacture necessary. State age, salary, marital status and reference. Box 853. The MANUFACTURING CONFECTIONER.

**WANTED.** A man well experienced in manufacturing and wholesaling all types of candies. Must have a good knowledge of candy manufacturing, with ability to streamline operations for top efficiency. Executive and sales ability required. Am offering an interest in the business to a qualified man. Plant is located in Florida. Box 956. The MANUFACTURING CONFECTIONER.

**WANTED: ENROBER MAN;** Nationally known manufacturing retail co. in New York. Would require ability to take charge of dept. and eight enrober machines. In answering give detailed information as to experience and salary expected. Box 958. The MANUFACTURING CONFECTIONER.

**WANTED: SUPERVISOR** for cut roll and caramel cutting machines. Must be thoroughly experienced. State salary and references. Box 959. The MANUFACTURING CONFECTIONER.

## POSITIONS WANTED

All Around retail candymaker would like work at once. Box 952. The MANUFACTURING CONFECTIONER.

**PAN ROOM SUPERINTENDENT** familiar with all phases of this type production including popular chocolate panned candies and chewing gum. Can take charge of established factory or install best type new equipment for company looking to expand in new field. Record of many years' successful operation. Available for interview at once. Box 953. The MANUFACTURING CONFECTIONER.

**CANDY MAKER,** over twenty years experience in Jelly and Gum candies desires position. Box 852, The MANUFACTURING CONFECTIONER.

**MACHINERY** and equipment salesman seeks position to accept inside position or act as representative for candy machinery firm or allied company. Experienced, well qualified, familiar and known to the manufacturing and retail candy business. Good traveler and steady. Box 858. The MANUFACTURING CONFECTIONER.

**CANDY, FOOD TECHNOLOGIST,** with wide experience in the development, production, and technical control of a complete line of confectionery and chocolate products, as well as numerous other foods, desires a position of responsibility to fully use his ability. Box 957. The MANUFACTURING CONFECTIONER.

CLASSIFIED ADVERTISING is designed to aid the candy man in finding a market for or source of used equipment, services and miscellaneous items. In replying to ads address: Box Number, The Manufacturing Confectioner, 418 N. Austin Blvd., Oak Park, Illinois.

Minimum insertion is 3 lines, at 40¢ per line, 80¢ for bold face; not subject to agency discounts.

## WE BUY & SELL

ODD LOTS • OVER RUNS • SURPLUS

**"Cellophane" BAGS**

**SHEETS • ROLLS • SHREDDINGS**

Cellophane rolls in cutter boxes 100 ft. or more

ALSO MADE OF OTHER CELLULOSE FILM

Wax • Glassine Bags, Sheets & Rolls

Tying Ribbons—All Scotch Tape  
Colors & Widths Clear & Colors

**Diamond "Cellophane" Products**

Harry L. Diamond Robert L. Brown

"At Your Service"

74 E. 28th St., Chicago 16, Illinois

## Atlantic States

### HERBERT M. SMITH

318 Palmer Drive  
NO. SYRACUSE, NEW YORK  
Terr.: New York State

### BUSKELL BROKERAGE CO.

1135 East Front Street  
RICHLANDS, VA.  
Contact Wholesale Groceries, Candy  
Jobbers and National Chains  
Terr.: Va., W. Va., Eastern Tenn.,  
and Eastern Kentucky

### JIM CHAMBERS

Candy Broker  
84 Peachtree Street  
ATLANTA, GEORGIA  
Terr.: Ga., Ala., and Fla.

### WM. E. HARRELSON

Candy & Allied Lines  
5308 Tuckahoe Ave.—Phone 44280  
RICHMOND 21, VIRGINIA  
Terr.: W. Va., N. & S. Car.

# Confectionery Brokers

### ROY E. RANDALL CO.

Manufacturers' Representative  
P. O. Box 605—Phone 7590  
COLUMBIA 1, SO. CAROLINA  
Terr.: No. & So. Carolina  
Over 25 years in area

### SAMUEL SMITH

2500 Patterson Ave. Phone 22318  
Manufacturers' Representative  
WINSTON-SALEM 4, N. CAR.  
Terr.: Virginia, N. Carolina,  
S. Carolina

### W. M. (BILL) WALLACE

Candy and Specialty Lines  
P. O. Box 472—111 Rutland Bldg.  
DECATUR, GEORGIA  
Terr.: Ga. & Fla.  
Thorough Coverage

## East Central States

### BERNARD B. HIRSCH

4442 N. Woodburn St.  
MILWAUKEE 11, WISCONSIN  
Terr.: Wis., Ia., Ill. (excluding Chicago),  
Mich. (Upper Penn.)

### FELIX D. BRIGHT & SON

Candy Specialties  
P. O. Box 177—Phone 8-4097  
NASHVILLE 2, TENNESSEE  
Terr.: Kentucky, Tennessee, Alabama,  
Mississippi, Louisiana

## West Central States

### JAMES A. WEAR & SON

P. O. Box 27  
BALLINGER, TEXAS  
Territory: Texas

## Mountain States

### G & Z BROKERAGE COMPANY

New Mexico—Arizona El Paso  
County Texas  
P. O. Box 227 ALBUQUERQUE  
N. Mex.  
Personal service to 183 jobbers,  
super-markets and department  
stores. Backed by 26 years experience  
in the confectionery field. We  
call on every account personally  
every six weeks. Candy is our business.

## KAISER MICHAEL

Broker  
Manufacturers' Representative  
"World's Finest Candies"  
911 Richmond Drive, S. E.  
ALBUQUERQUE, NEW MEXICO  
Terr.: New Mexico, Arizona & El  
Paso, Texas area

## Pacific States

### LIBERMAN SALES COMPANY

1705 Belmont Avenue  
SEATTLE 22, WASHINGTON  
I. Liberman Cliff Liberman  
Terr.: Wash., Ore., Mont., Ida.,  
Utah

### HARRY N. NELSON CO.

646 Folsom Street  
SAN FRANCISCO 7, CALIF.  
Established 1906  
Sell Wholesale Trade Only  
Terr.: Eleven Western States

### RALPH W. UNGER & RICHARD H. BROWN

923 East 3rd St.  
Phone: MU. 4495  
LOS ANGELES 13, CALIFORNIA  
Terr.: Calif., Ariz., N. Mex.,  
West Texas & Nevada

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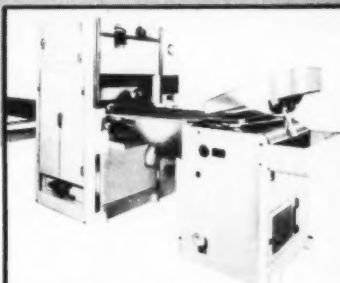


# SPECIAL OFFERINGS

## At Sensational Savings

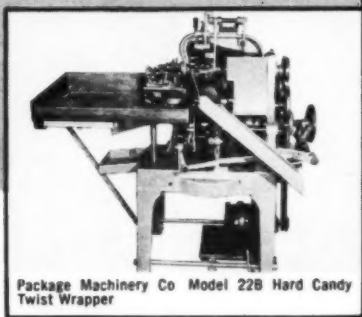
**Prompt Deliveries  
in time for  
Fall Production**

**Act Now For  
Choice Selection**



National Equipment 24" Bon Bon Enrober. Used less than 1 year. All parts which come in contact with the coating material are made of stainless steel. Available with new machine guarantee.

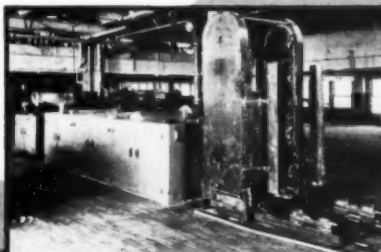
**Quantities  
Are Limited**



Package Machinery Co Model 22B Hard Candy Twist Wrapper

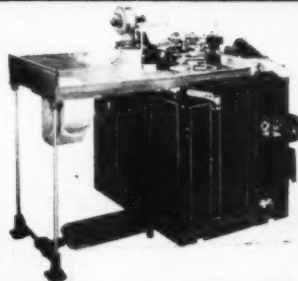
**ALL OFFERINGS ARE  
SUBJECT TO PRIOR SALE**

**Write, Wire or Phone Collect  
For Full Details and Quotations**

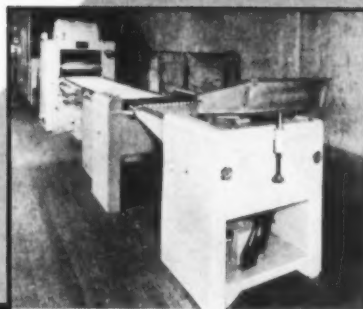


Very latest National Equipment M-100 Automatic. Streamlined, Heavy Duty Steel Mogul with D-100 Depositor. Ball bearings, forced feed lubrication, entirely framed with covers, explosion proof motors. Also with Currie Automatic Loader, Currie Automatic Stacker.

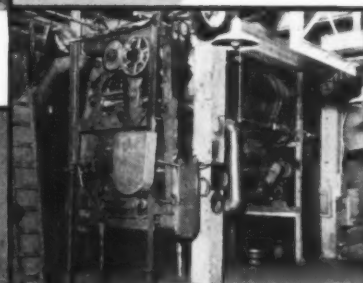
**Over 5,000 Machines in Stock  
Every type, Every capacity,  
For every need  
TELL US YOUR REQUIREMENTS**



Latest type Forgrove Model 26-D Universal Fold Wrappers for foil, cellophane, wax wrapping. Speed - 100 to 120 per minute.



Latest type Greer 24" Coater, Style CG. Complete with Automatic Feeder, 3 sets of bars with Tempering Control, Compressor, Bottomer, 10 ft. Table, Latini Decorator and Cluster Attachment. Also with 24" Multi Tier, 6 top Tiers, 15 ft. packing table.



Butlerjahn Starch Conditioner, Heater, Cooler, with Starch Cleaner. Excellent for conditioning starch and conveying starch automatically to and from Mogul.

### Partial List of Specials Available

Late type National Equipment 34" Enrober, complete.  
Hohberger Continuous Automatic Cream Machine, complete.  
National Equipment 2000 and 1000 lb. underneath driven Chocolate Melters.  
24 - 38" Revolving Pans, with and without coil and ribs.  
Simplex Steam Vacuum Cooker.  
Racine Model EP Sucker Machine.  
Gaebel Continuous Plastic Forming Units with full selection of Dies.  
Racine Snowplow 5 ft. Cream Beater.

Package Machinery Co. DF1 bar or package Wrapper with Electric Eye.

Package Machinery Co. FA2 Wrapper with Electric Eye, 7 ft. Chain Infeed Conveyor, Overhead Chain Conveyor.

Lynch Model RA Wrap-O-Matic bar or package Wrapper with Electric Eye.

Hudson Sharp Campbell Wrappers. Models 2W6, 2W8, and 2W10. Both with and without Electric Eye.

# Union Confectionery Machinery Co., Inc.

318-322 Lafayette St.  
New York 12, N. Y.  
CAnal 6-5333-4-5-6

167 N. May St.  
Chicago, Ill.  
Seely 3-7845





# Advertisers' INDEX

Advertisements of suppliers are a vital part of the industrial publication's service to its readers. The following firms are serving the readers of *The Manufacturing Confectioner* by placing their advertisements on its pages. The messages of these suppliers are certainly a part of the literature of the industry. Advertising space in *The Manufacturing Confectioner* is available only to firms supplying equipment, materials, and services for the use of confectionery manufacturers.



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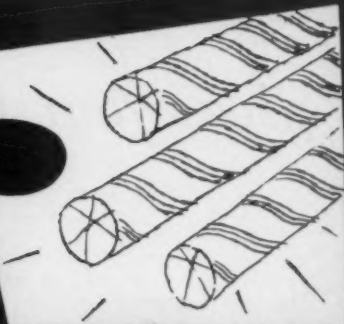
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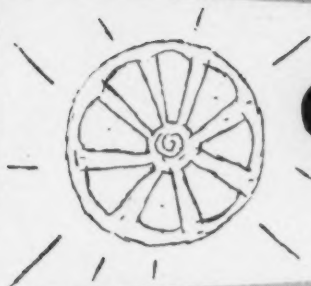
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Exact Weight Scales Co. ....	Aug. '55				
French Glass Co., Inc. ....	Aug. '55				

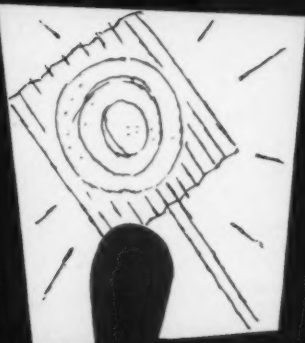
ONE  
OF THOSE!



AND  
ONE OF  
THOSE!



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ONE OF  
THOSE!



## SWEETS THAT SELL!

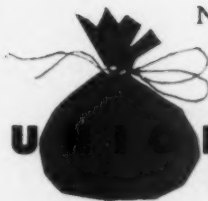
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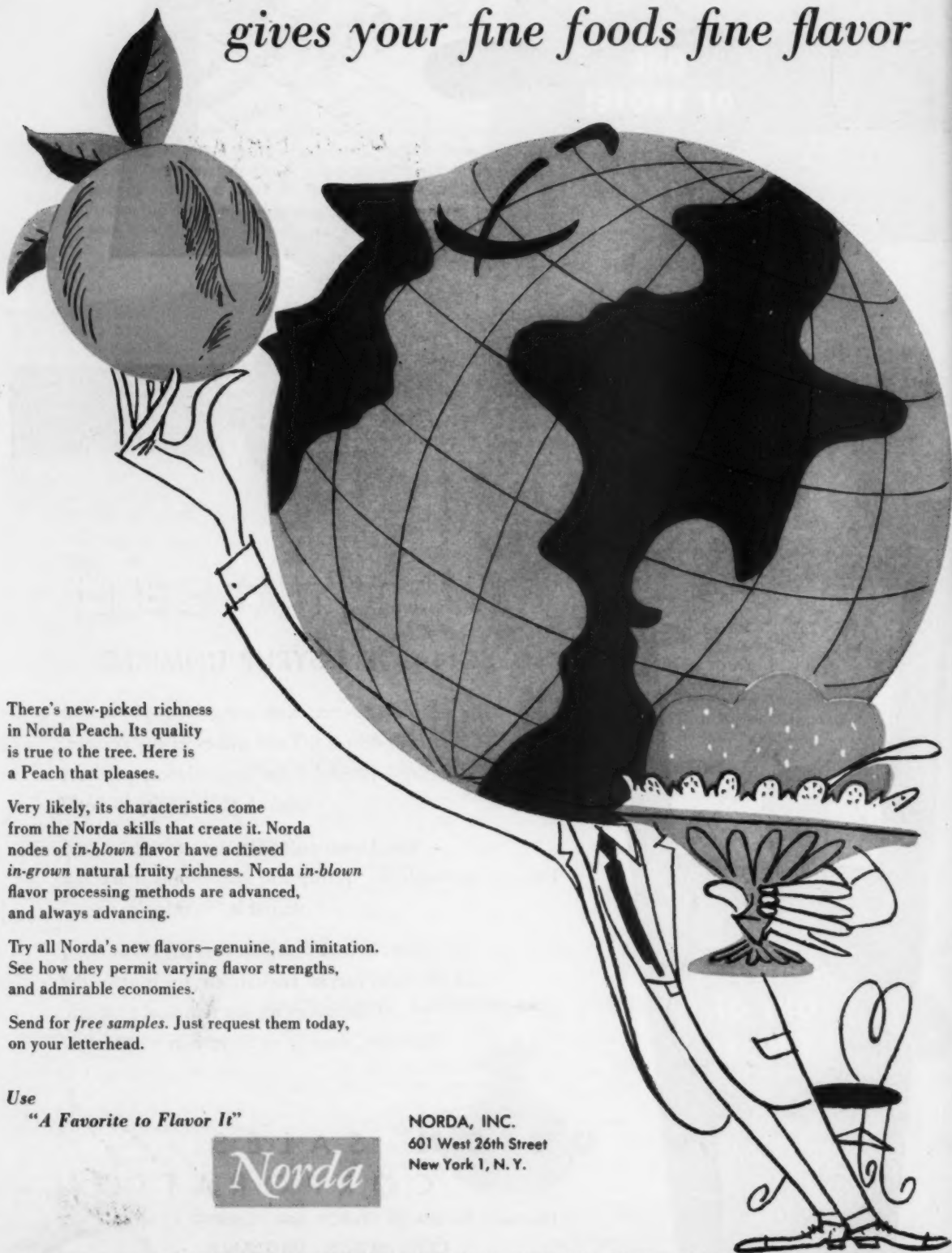
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